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SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants, Household Insecticides, Cleansers,
Deodorants, Polishes and Allied Products.

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SEPTEMBER

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SOAP

The Editor's Page

Volume Five

Number One

So Far, So Good!

THE tariff rates on oils and fats as reported out by the Senate Finance Committee, if they become law as such, will be satisfactory to the soap industry. The rates as originally written and passed by the House of Representatives have been changed but little. Such changes as have been made are of a minor nature. The important oils, particularly coconut, palm, palm kernel, olive, and others designed for the soap kettle, are on the free list. The plan of denaturation to make certain oils unfit for food purposes has been extended by the Senate Committee. The rates of duty on soaps and glycerine have been unchanged and remain at the same low levels as stipulated in the Fordney Tariff Act of 1922.

Unless the Senate mutilates the rates for soap oils and fats on the floor in the final passage of the bill, the soap industry is to be congratulated that it has won a victory against one of the most vicious raw material taxes ever proposed. At the same time, there is no complete assurance as yet that there will not be some attempt to make last minute changes in the rates as they are now written. Some Senators will make a real fight to have some of the rates changed. Others will make a sham fight to impress the folks back home.

Although the position of the soap industry looks rather favorable right at this time, there is still a last shot to be fired. Those soap-makers who have not recently been in touch with their senators, should take this time to write them that the rates as they stand should not be tampered with. No further tinkering should be permitted. The rates are fair and equitable.

There is yet to come the actual passage of the tariff bill. The whole matter has become so apparently hopelessly involved, with group fighting group, with political lines disrupted, that there is some doubt that any actual tariff revision will be accomplished. There is even talk of abandoning the whole plan of tariff revision at this time. Be that as it may, it is better to be safe than sorry. Once more, let your senators know that if there is a fight on

the bill on the floor of the Senate that you expect them to stand fast behind the rates as now written.

If You Make Liquid Soap

IF you manufacture liquid soaps, the work of the Liquid Soap Specification Committee of the American Standards Association has a direct bearing on your business. This Committee is now engaged in studying Specification No. 27 for liquid soap with a view of recommending, if the specification be found suitable, that this be officially adopted as the American standard for liquid soaps.

The manufacturers of liquid soaps are represented on the Specification Committee by a member of their own industry who is well versed in all details of the liquid soap situation in this country. He has pointed out, however, that in acting as a member of this committee, he does not desire to act as an individual or solely as the representative of his own company. He is anxious that such recommendations as he may make to the committee shall be representative of the views of all liquid soap manufacturers, in fact, an epitome of the views of the industry as a whole. In order to secure these views, he has specifically requested that all manufacturers study carefully Specification No. 27 and give either to him as a member of the Committee or to the editor of SOAP, their opinions regarding the suitability of No. 27 as the basis for an American standard liquid soap.

The specification is published beginning on Page 37 of this issue along with other details. Look it over carefully. Do you suggest any changes? Have you any other suggestions to make? Is it suitable in its present form? If you make liquid soaps, take the time to express your opinion in a letter so that the Committee may be guided in its work.

A record for Norwegian production of whale oil was set in 1928, when 801,500 bbls. of oil, worth \$18,149,200, were produced, as compared with 704,000 bbls., valued at \$16,014,000, produced in 1927, the largest previous total on record. Difficulty is being experienced in marketing this amount at previous prices, a

Insecticide and Disinfectant Section Begins on Page 87

price of only \$119.50 per ton having been offered by one buyer on 250,000 bbls. This was not accepted. Buying is well organized under the control of the European Margarine Trust, and the sellers, previously able to operate independently, have now found it advisable to organize as the Norwegian Whaling Association. Contract prices this season have averaged \$145.80 per ton.

Who Knows Good Soap?

AFTER forty years in the soap business, a gentleman of the industry remarked not so long ago that he had begun to wonder if the makers of toilet soaps were really pleasing the public or were bending all their efforts in trying to show each other that they know how to make soap. He particularly referred to the matter of high gloss on a cake of toilet soap and spoke of the years of effort which had been expended in many a soap plant to put it there. He questioned its real value as for as impressing the ultimate consumer. In fact, his pride in one particularly glossy piece of soap was rather rudely shaken when he was requested to "leave the wax off this soap hereafter." Other complaints of a similar character led him to think that perhaps the gloss which was so admired by other soap makers, was not admired to the same degree by consumers who did not know how or why it was there.

Strange as it may seem, this same observer pointed out, there is every reason to believe that a large part of the American public does not know a really good bar of soap from a poor one. There is always the possibility that a soap may be too good and may fail in appreciation because its high quality is not fully understood. Some users judge a soap altogether by its lather or lack of it. Others judge wholly by odor, and still others by softness on the hands, lasting properties, and ease of washing off. It was pointed out that there are those who will choose a cold-made coconut oil soap over a good milled soap, as a test case proved.

To those who are striving constantly to improve the quality of their products, the thoughts unearthed here must be somewhat jolting. At the same time, it is reassuring to note that the observer himself continues to produce only high quality products in his own plant. Actions speak louder than words.

Imports of household and washing soaps into Malaya during 1928 totaled 17,046,848 lbs., worth \$1,400,682, as compared with 16,571,856 lbs., valued at \$1,358,747, during 1927. United Kingdom did about 80% of the business, imports from United States being negligible.

Editor's Correspondence

On Yellow Laundry Soap

EDITOR, SOAP:

Just a word, while I am on the subject of soap. Our family has been in the soap business since 1860. We for years made high grade laundry soap, for which New England was justly famous. We abandoned this kind of soap a few years ago because there was no more profit in it, and took up more profitable lines.

Recently, the writer procured samples of the various advertised brands on the market and found them of a very inferior quality as compared to the laundry soaps of twenty years ago or more. It is surprising that the American public put up with it. In spite of all the many cleansers, chips, white soaps, etc., on the market, a good piece of yellow laundry soap is way ahead for general household use in the average American home. In all other lines of industry, great advancement has been made, while the soap industry is going back. Why? Because the soap manufacturers have been afraid to raise the prices of their products to conform with rise in prices of all other commodities. It's time that they woke up to the fact that the public would pay ten cents today for a good 12 oz. bar of 40% rosin soap. The proper association and cooperative advertising would put it over without much difficulty. The public would readily respond, and the soap business will again become a paying business. I was prompted to write this after reading the excellent article in June issue of "Soap" entitled "The Bunk in Advertising."

RATHGEBER BROTHERS,

Wm. J. Rathgeber.

New Haven, Conn.

Castile Soap Decision

EDITOR, SOAP:

As you perhaps know, we are manufacturers of castile soap exclusively and we are therefore vitally interested in the recent decision of the U. S. Federal Trade Commission. As we understand it, the ruling that the trade name of "castile soap" can only be applied to soaps containing 100% olive oil, has been appealed by a company in Chicago and others. Yet, these firms are still manufacturing and labeling soaps under the name of Castile Soaps containing 100% of Coconut oil. What we would like to know is this,—are these manufactures still entitled to make and label soaps containing a

(Continued on page 85)

CRUDE GLYCERINE—

Modernizing Its Recovery

By Oscar H. Wurster

President, Wurster & Sanger, Inc.



THE process of recovering crude glycerine from glycerine liquors, primarily spent soap lyes, has changed in essential details in the past few years. General economic conditions and a changed mental attitude on the part of soap manufacturers toward the recovery of glycerine have brought about these changes.

Formerly, the view was held that when the price of crude glycerine declined to a certain low figure, it no longer paid to recover glycerine from part or all of the spent soap lyes. As the price declined, the practice was to save and recover the glycerine only from the more concentrated spent lyes. As late as the immediate post-war period, large quantities of spent soap lyes were run to the sewers. Glycerine, however, is always produced as a by-product in the manufacture of soap and the technical men in the industry naturally set about to perfect the methods of production and recovery so that the operation would be profitable at existing market prices. The recovery of the 12 per cent to 15 per cent salt in the spent lye is also an important factor.

The essentials for profitable glycerine recovery from the saponification of fats and oils may be summarized as follows: (1) A low cost of recovery. (2) A high recovery of glycerol, based on the glycerol in the fats and oils, in the form of crude glycerine.

To obtain a low cost of recovery, the con-

centration of the glycerol in the dilute liquor must be as high as possible. At any given price of crude, it will not pay to treat and evaporate a spent lye containing below a certain percent of glycerol.

But instead of producing and throwing away these weak spent lyes, the kettle room practice has been so modified that the spent lyes are withdrawn higher in glycerol. The weak lyes, instead of being rejected, are used over again in the soap kettles and in the lye tanks, so that only spent lyes high in glycerol and low in alkalinity reach the glycerine plant. In some plants a systematic scheme for running the lyes and the stock counter-current has been developed. Formerly spent lyes came to the glycerine plant containing from 3 per cent to 6 per cent glycerol. The latter was the exception. During the war spent lyes running below 2 per

cent glycerol were evaporated. Now spent soap lyes containing up to 10 per cent glycerol and no dilute lyes whatsoever are sent to the lye treating plant. Furthermore, the lyes are treated with fatty acids so as to bring the total Na_2O below 0.2 per cent. In this way the cost of treating and evaporation has been greatly reduced.

The situation may be further illustrated in this way. Until a few years ago, it was considered an average practice to produce about three pounds of spent soap lye per one pound of fat or oil saponified. All of this lye went to the glycerine plant. There are plants which now turn over to the glycerine plant less than

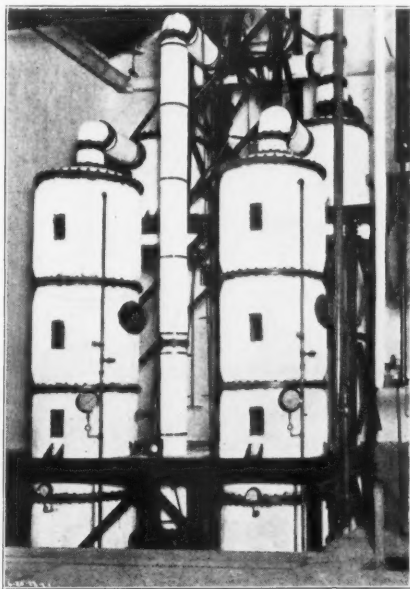


Fig. 1—Double Effect Glycerine Evaporator with Entrainment Separator in Background

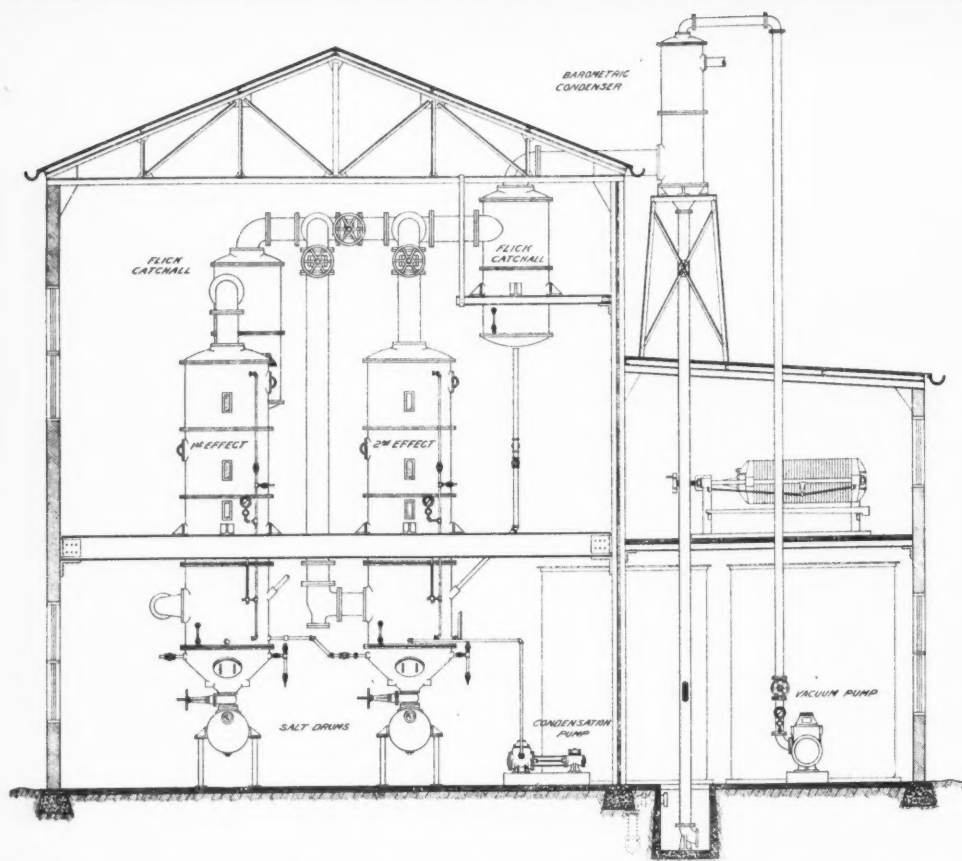


Fig. 2—Diagram of Layout of Crude Glycerine Recovery Plant Equipped with Wurster & Sanger Double Effect Evaporator and Flick Catchall

one-third that amount of spent lye per pound of stock saponified. The stock in the kettles is washed just as thoroughly but the weak lyes are used over again and only the spent lyes high in glycerine are sent to the glycerine plant. This improved procedure has greatly increased the capacity of the evaporating plants, figured on a basis of crude glycerine produced, and reduced the cost of evaporation. The methods of treating and evaporating the lyes also have a bearing on the cost of recovering the glycerine and will be touched on later.

The process and cost of saponifying fats and oils and of treating and evaporating the spent soap lyes to crude glycerine is practically the same regardless of the original amount of glycerol in the stock or of the quantity of finished crude glycerine produced. The importance of avoiding losses in these processes is then at once obvious. A high yield of crude glycerine does not increase operating costs and therefore becomes profitable.

Glycerine Losses

THE losses between the quantity of glycerol purchased in the fats and oils and the glycerol recovered in the form of salable crude are as follows: (1) Glycerol separated from the fat and oils in shipment and storage. (2) Glycerol left in the soap. (3) Mechanical losses of spent glycerine lyes. (4) Fermentation of glycerol in the spent lyes. (5) Loss of glycerol during evaporation. (6) Loss of glycerol in the salt separated in the evaporators. (7) Mechanical losses of crude glycerine.

Fats and oils in transit in original containers, also while in storage, decompose to some extent and free fatty acids and glycerol are formed. At least some of this glycerine can be recovered by saving the condensate obtained in the steaming out operations and using it for making up lyes or brine for the soap kettle.

Loss of glycerol left in the soap is unavoidable but should be held to a minimum. It may

be as high as 0.4 per cent of the soap but certainly should not be higher and in a well controlled plant may be lower. This loss may be as high as 5 per cent of the total glycerol in the stock. No glycerine should be returned to the soap kettle in the salt used.

The mechanical losses in handling and treating the lyes can be controlled by careful maintenance and operation of the plant. The filter press cake must be washed.

The fermentation of glycerol in the spent lyes must be controlled by periodic cleaning of tanks and by drawing from the bottom of the storage and treating tanks so as to prevent the accumulation of sludge therein. Lyes should be stored only sufficiently long to cool, skim and treat. Fresh lyes must not be added to fermented lyes. The latter should be evaporated at once and the tank thoroughly cleaned.

Loss During Evaporation

The losses of glycerol in the evaporation of the spent lyes no doubt constitute the most serious losses. The other losses are either of the unavoidable class and are accounted for, or they are located and stopped. But the losses in evaporation are not detected and have heretofore constituted the large losses usually termed as "unaccounted for." Evaporator losses come under three headings, (1) those due to actual frothing, priming and boiling over of the main body of liquid in the evaporator, (2) those resulting from entrainment, i.e., the carrying over of fine particles of liquid by the vapors, and (3) those due to distilling glycerine with the water vapor at high temperatures.

Boiling over, priming, of the liquid may be due to one of several causes. Improperly treated liquids may froth. Fermented spent lyes have a tendency to froth. In these cases the cause must be removed. Faulty operation of the evaporator, such as a sudden rise of the vacuum,¹ is probably the most common cause of a spill. This happens most frequently on starting up the evaporator, when the liquid begins to boil. As the vapors are first formed, the air is slowly driven out of the evaporator, but since the air is non-condensable, the vacuum drops because vapor is being formed faster than the vacuum pump is removing the non-condensable air. When the air is out, the vapors reach the condenser, are quickly condensed and there results a sudden increase in the vacuum with a corresponding lowering of the boiling point of the liquor in the evaporator. Under these conditions the entire charge or a large part of it may carry out of the evaporator due to the formation of a large volume of vapor in the body of the liquid. To avoid this condition, the liquid must

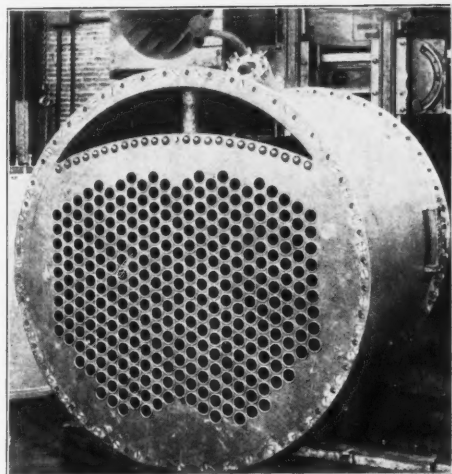


Fig. 3—Calandria Used in the Wurster & Sanger Evaporator

be brought to a boil carefully and slowly. The liquor level should be held below the top of the tubes. A satisfactory liquor level is usually about six inches below the top of the tubes, which allows the liquor to boil smoothly over the top tube sheet and results in an efficient use of the total heating surface.

A properly designed evaporator which gives a uniform, positive natural circulation of the liquor minimizes the tendency of the liquor to rise in the evaporator under such faulty operating conditions as described above.

Fig. 2 shows a Wurster & Sanger Double Effect Glycerine Evaporator and its general design. Fig. 3 shows the calandria of the evaporator². This design of evaporator gives the maximum protection against the losses described above. For a more complete description of this type of evaporator, the reader is referred to *Evaporation*, by Alfred L. Weber³. Other features of design of glycerine evaporators which prevent or minimize losses will be described later.

As the vapor leaves the surface of the liquid from which it is evaporated, small particles of the liquid are carried along with the vapor owing to its high velocity. The larger particles of liquid carried up by the vapor either drop

(Continued on page 81)

¹See Walter E. Sanger, *Solving the Evaporator Problems of the Soap Industry*, Chem. & Met. Eng., Vol. 29, No. 11, Sept. 10, 1923.

²U. S. Patent 1,508,130.

³*Evaporation*, by Alfred L. Weber, Chapter 10, pp. 394-405, *The Evaporation of Glycerine Liquors and the Wurster & Sanger Evaporator*, published by the Chemical Catalog Company, New York, 1926.

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Say you saw it in SOAP!

The PORTO RICO Market for LAUNDRY SOAP

By ROLLAND WELCH

Office of U. S. Trade Commissioner, San Juan



PORTO RICO is the largest export market in the world for American-made laundry soaps, and likewise a good market for American toilet soaps. With a population of between one and a half and two million, the Island consumes over 17,000,000 pounds of laundry soap and some 600,000 to 700,000 pounds of toilet soap. Having no soap industry, and importing little from Europe, this American territory is supplied almost wholly from the United States. Porto Rico consumes about one-third of the total laundry soap exports of the United States, and about one-twelfth of the toilet soap exports. Laundry soap consumption has shown a steady increase over the past few years, amounting to 15,329,597 in 1925, 15,728,929 in 1926, and 17,087,312 pounds in 1927.

Conditions in Porto Rico tend to make it a large market for American laundry soap. The principal factors are its semi-tropical climate and the absence of a home soap industry. Although poverty is the chief handicap of increasing consumption, it nevertheless has features favorable to the use of laundry soap and any widespread wealth might change other conditions to such an extent as to retard the trade in this item.

Because of the warm or mild temperatures the year around, few woolen clothes are worn. The richer classes occasionally wear light woollens which are usually washable. Most of the clothing worn is of cotton, linen, rayon, or silk—cotton for the poor, linen and silk for the rich. The wardrobe of the masses is exceedingly small. Greater prosperity doubtless would result in purchases of more clothing and household linens, which, in turn, would increase the consumption of laundry soaps.

There are a few public steam laundries on the Island. This is one of the favorable trade features of low purchasing power, for the people are generally too poor to patronize a steam laundry. Some of the better class hotels and apartment houses have their own small

laundry plants and a few wealthy families have equipped their homes with electric washing machines. Most of the washing, however, is done by hand; a little of it in public hand laundries supported by the larger cities and towns, but the majority of it in the homes or on creek banks by the servants or members of the families themselves.

The masses of the people are agriculturists and, in general, are notable for their cleanliness of person. The very poor, of course, use laundry soap sparingly, but the usual washing methods of the masses are not such as to promote the economical use of soap. There is little use of hot water for laundering, either in the houses or in public hand laundries. Moreover, in many cases tubs are not used, the garments being scrubbed on a table, board, bench or flagstone.

White or light colored clothing, popular because of the climate, requires frequent washing and bleaching. The average wash woman will soap and scrub it, rinse and soap it again, place it in the sun to bleach and then rinse and perhaps soap and scrub it again afterward. This is particularly true of men's light clothing. Men's suits of linen, crash, Palm Beach and poncee are popular among all who can afford them. These are frequently scrubbed with a brush copiously applied with laundry soap and then are further scrubbed, rinsed and bleached in the manner named. All of this leads to a greater use of soap than would laundering methods usual on the mainland.

The Universal Detergent

MUCH of Porto Rico's annual purchases of some 16,000,000 pounds of laundry soap, is used for other than laundry purposes. It is the general cleaning agent of the masses. When laundry soap arrives in the home of the average poor family, it usually does whatever cleaning there is to do. It is used by many in place of toilet soap, which partially explains the comparatively low consumption of toilet soap. It is used to wash dishes and scrub pots, pans and other dining-room and kitchen utensils.

Floors of most houses are of soft wood, sometimes varnished or painted but often plain. The masses use few floor coverings, and the wood floors therefore are subjected to considerable scrubbing, usually with cold water and laundry soap, sometimes with the addition of a little lye. Floors in the homes of better families are often of hard wood or Spanish tile, the latter being popular in public buildings and better homes not only as flooring but also for wall frescos. This tile, and concrete and stucco as well, is usually scrubbed with water and laundry soap.

Such conditions make the consumption of laundry soap large, and since the Island produces none of its own and can buy none cheaply directly from abroad, it must turn entirely to factories on the mainland for its supply, its purchases placing it in first place among the world's markets for American laundry soap.

Competition and Selling

SINCE United States factories control the market, with nearly all the large and many of the smaller manufacturers being represented here, competition between local distributors is naturally keen. Many smaller manufacturers located in the interior of the mainland find it almost impossible to gain a foothold in this market. Their railhaul to seaport is long and expensive and the price for their soap delivered in Porto Rico is usually higher than that asked by competing manufacturers on Seaboard.

Laundry soap of all grades and kinds is marketed in Porto Rico. The principal sellers are so-called "yellow," "blue," and "brown" soaps, probably in that order in popularity. Cheaper soaps usually sell better than the more expensive grades. Several companies manufacture laundry soap especially for this market. In some instances this special soap is made from scraps remaining after the manufacture of a better grade of soap. It is usually a dark brown product.

Most of the laundry soap sold here is in cakes of 12 or 16 ounces or bars of 5 pounds. Some of the poorer grades of brown soap are in cakes of 7 or 8 ounces. Soap is sold both wrapped and unwrapped, with or without premium coupons. It may be cut in almost any shape, octagonal, oval or oblong, being those most seen.

Most of the soaps sold locally are marked or stamped, although there is one grade of poorer quality laundry soap sold in unwrapped cakes, almost square, without stamping or marking of any kind. Some of the special soaps produced for this market are stamped

with the names of the local dealers who distribute them and do not bear the names of the manufacturers. Some of this soap carries Spanish trade names. The markings give rise to the belief that considerable Spanish and locally made laundry soap is sold here. This is incorrect, since no laundry soap is made here and none is directly imported from abroad. Soap sold locally under Spanish trade names or stamped with the names of local concerns is manufactured in the United States especially for this market.

Packing and Distribution

CAKES of 12 and 16 ounces net are generally packed 100 to the wooden case. Bars of 5 pounds net are packed 20 to the wooden case. The standard wooden case used on the mainland is used in shipping to this market. The cases are sometimes wired both ends. The water haul is not long and usually no greater precaution is necessary in making shipments to Porto Rico than in those made inter-state on the mainland.

Most laundry soap is sold in Porto Rico through foodstuff sales agents working on a commission basis, and reliable agents can usually be found for laundry soap accounts. Only one manufacturer has a branch here and this branch handles only laundry soap, the company's toilet, fancy and special soaps, perfumery and cosmetics being handled by other agents. There are some large firms in Porto Rico doing business as import distributors, wholesalers and also as sales agents on a commission basis. Some of these larger firms handle soap on consignment. Still others import soap on their own account, warehouse it and then sell from stock as wholesalers to the local retailers, handling the charge accounts themselves. But the amount of this business is small and, even when engaged in, these houses make most of their sales on a commission agency basis.

They sell to importers, wholesalers and retailers alike on contract orders and shipments are made from the factory direct to the buyer against whom drafts are drawn directly. In such cases the agents are usually not responsible for credit allowances or collections. In a few rare instances, the local agents underwrite credits or guarantee collections. These, however, receive much more than an ordinary agent's commission.

Although agents are not responsible for credit allowances or collections, they nevertheless usually cooperate with the factory, and if the agent is reliable business may be satisfactorily done on this basis. Where the agent is reliable and knows the trade well, he rarely

attempts to sell on credit to unreliable or unstable firms and frequently he is more careful about recommending credit than the home credit departments are in granting it.

Commissions and Discounts

A GENTS generally receive from 4 to 5 per cent on laundry soap sales. Some claim to receive 8 per cent. Where agents guarantee collections, their commissions are considerably higher. Firms importing on their own account and distributing wholesale, handling credits themselves, also buy at a price much below that quoted through commission agents.

Laundry soap is generally sold sight draft against documents and 30 days s/d. Payment at sight is demanded only from those firms whose standings do not meet with the approval of the credit departments. Attempts to sell laundry soap exclusively on a sight draft basis are not successful. In a very few instances, where the buyers are old customers and of known financial standing, shipments are made 45 days sight; in very rare cases perhaps 60 days sight. Whenever terms are granted, a discount of 1 or 2 per cent is usually offered for cash on arrival.

There are some special cases where shipments have been made 30 or 45 days date, with or without discount for payment within that time. This, however, is not at all the common practice. The majority of sales are made on terms of 30 days sight.

Quotations and Prices

Q UOTATIONS should be made c.i.f. San Juan (or other local port if requested). Local importers and buyers want all charges, insurance and freight prepaid and these costs included in quotations made to them and in drafts drawn against them. Quotations made f.o.b. factory, particularly if the factory is located in the interior of the United States, are practically worthless here since it is next to impossible to obtain in Porto Rico the various railway freight rates applying on the mainland. Unnecessary exchange of correspondence may be avoided by quoting prices c.i.f. San Juan in original letters to local prospects and by sending them samples.

Prices, of course, usually fluctuate. But of possible interest to shippers wishing to learn what competition is to be expected, the following prices as of March 1, 1929, are quoted:

Yellow, double wrapped; stamped, octagon, with premium coupon, 12 ounce cakes, 100 to case, c.i.f. San Juan, \$5.40.

Yellow, unwrapped, co-premium coupon, 1-pound cakes, 100 to case, c.i.f. San Juan, \$5.30.

Blue, double wrapped, stamped, 12-ounce and 1-pound cakes, 100 to case, c.i.f. San Juan, \$6.25.

"Special" laundry soaps, 1-pound from \$2 and \$2.30 per case of 100 of the smaller cakes to \$4.50 and \$4.90 for the better grade 12-ounce and 1-pound cakes.

Special prices are made to buyers of larger quantities, to importing distributors and to local houses buying specially made soaps under contract.

Future Trade

I T is generally believed that there will be no material change in the near future in the amount of laundry soap sold in Porto Rico. No foreign competition is likely to develop and it is improbable that any successful attempt will be made to produce laundry soap locally. The market, therefore, will doubtless remain in the hands of manufacturers in the United States.

An increase in buying power would result, up to a certain point, in greater consumption, although it has already been shown that poverty itself has features favorable to the trade. Widespread wealth, on the other hand, might go so far as to improve living conditions until the masses were patronizing steam-laundries, installing better equipment and utensils in their own homes, using toilet soaps and scouring agents and employing other means and methods tending toward a smaller or more economical use of laundry soap. There is little indication, however, that conditions within the next few years will be any more favorable than during the last few years and under present conditions the Island is consuming about all the laundry soap that it could be expected to consume.

In the absence of stronger buying power, there is little artificial stimulus which may be successfully given to the trade. Little advertising is done to increase laundry soap sales. That which is done, is directed more toward creating a preference for a particular make, than toward creating a larger general demand. This advertising is placed with newspapers, billboard companies and moving picture houses. These media reach the majority of the people in cities and towns but few of the poorer country people of the interior. Its benefits are questionable. One company sells laundry soap with a premium wrapper, distributing its premiums from its local branch. It writes this off as advertising and as such it is probably the largest advertiser of laundry soap in the Island. The prices of this soap, however, are frequently somewhat higher than for competitive brands and the size of the cakes is somewhat smaller.



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Say you saw it in SOAP!

The Characteristics of BELGIAN CONGO PALM OIL

By GEORGE E. JAMIESON*
and ROBERT S. MCKINNEY

PALM oil is obtained from the fibrous-fleshy portion of the fruit from the numerous varieties of the palm *Elaeis guineensis*, a native of tropical West Africa, which has been introduced into other regions and which is being extensively cultivated in Sumatra. Formerly all the oil exported from Africa was prepared by very crude inefficient native methods, but in recent years, owing to the rapidly increasing competition in the world markets of the Sumatra product, which is of superior quality, serious attempts are under way in the Belgian Congo, Nigeria, and some other African localities to introduce modern equipment and methods for handling the fruit and preparing the oil, besides giving attention to improving the natural groves of palms so that they will become more productive. Also, in some African localities experimental plantings are being made. As a result of these efforts, some of the African palm oil is of notably better quality than that formerly exported.

For those not familiar with this product, it may be stated that commercial palm oil varies in color from yellow to a deep orange, and sometimes is dark brown. The color depends largely upon the variety of the fruit and the method of preparation. At ordinary temperatures, the oil varies from a semi-liquid consistency to the hardness of tallow. The higher the percentage of free fatty acids, the harder is the oil. Large quantities of the oil are used by the tin plate industry and soap manufacturers. The high grade oil is being used in increasing quantities in making margarine for which it is particularly well adapted.

The composition of palm oil has received until recently but little attention. Armstrong and Allan (J. Soc. Chem. Ind. 1924, 43, 216 T), state that the fatty acids from a sample of the oil, the source of which is not given, contained the following percentages of acids: Oleic

—48; linolic—7; myristic—1; palmitic—35.5; and stearic—8.5.

A. Rayner and S. G. Campbell (J. Soc. Chem. Ind. 1928, 47, 149 T) examined nine samples of palm oil from different localities and found that the percentages of the saturated acids varied from 39.7 to 57.9. According to their determinations, these fractions contained from 12.5 to 18.5 per cent of stearic acid. By means of the iodine numbers, they estimated that the unsaturated acid fractions contained, on the average, 20 per cent of linolic acid and 80 per cent of oleic acid.

In view of repeated requests for further information on the characteristics and composition of palm oil, the following investigation was made on an authentic sizable sample of H. C. B. Plantation Palm Oil from Port Maladi, Belgian Congo, which was kindly furnished by the Lever Brothers' Plant at Cambridge, Mass. This sample, which was orange colored, was very soft and had a delicate, pleasant odor.

The chemical and physical characteristics are given in Table I. It will be observed that the Reichert-Meissl value is very low as compared with that (.7 to 1.9) previously reported, but according to Elsdon (Edible Oils and Fats, p. 319) palm oil of good quality would be expected to give a negligible Reichert-Meissl value, and further the high values reported would be correct only in the case of rancid oils. The percentage of saturated and unsaturated acids was determined by the lead-salt-ether method, and corrections were made for the small quantity of unsaturated acids that are precipitated and weighed with the saturated acid fraction (J. Amer. Chem. Soc. 1920, 42, 2389; Cotton Oil Press, 1922, 6, 41). The percentage of unsaturated acids has also been corrected for the unsaponifiable matter that remains with the unsaturated fraction.

The range of the characteristics reported by various observers is as follows: Density at 15°, .920 to .926; refractive index at 40°, 1.453 to 1.457; saponification value, 196 to 205; iodine number, 48 to 58; Reichert-Meissl value, 0.7

*Presented before the American Oil Chemists' Society at New Orleans, La.

to 1.26; Polenske number, 0.4 to 0.6; melting point, 27 to 50°; titer, 38 to 47°, and unsaponifiable matter, 0.3 per cent. As previously mentioned, the large variation in the melting points is due to the wide range in the quantity of free fatty acids.

Table 1—Palm Oil Chemical and Physical Characteristics

Specific gravity 25/25°	0.9146
Refractive index at 40°	1.4578
Acid value	20.65
Saponification value	197.9
Unsaponifiable matter (%)	0.39
Iodine number (Hanus)	53.7
Acetyl value (Andre-Cook)	15.27
Reichert-Meissl value	0.10
Polenske number	0.29
Saturated acids (corrected) (%)	44.3
Unsaturated acids (corrected) (%)	50.6
Iodine number of Unsat. acids	99.9

Unsaturated Acids

The iodine number of the unsaturated acids is 99.9, indicating that this fraction consists of oleic acid (Iodine number 90.1) and linolic acid (Iodine number 181.4). The following percentage composition of the unsaturated acids fraction was calculated from these figures:

	Per cent	In Oil Per cent	Glycerides in Oil Per cent
Oleic Acid	89.36	45.17	47.2
Linolic Acid ...	10.64	5.38	5.6

William Brash (J. Soc. Chem. Ind., 1926, 45, 438 T) found that the unsaturated acids in a sample of neutralized palm oil amounted to 48.5 per cent.

Saturated Acids

The saturated acids, which were separated from the mixed fatty acids of the oil by the lead-salt-ether method, were esterified with absolute methyl alcohol, using dry hydrogen chloride gas (J. Amer. Chem. Soc. 1920, 42, 1200), and the resulting esters were fractionally distilled under diminished pressure. The data for the distillation are given in Table II. The preliminary distillation was made from a 500-cc. Claisson flask, giving 5 fractions and a residue of undistilled esters, all of which were redistilled in the order indicated in the table, from a 150 cc. Ladenburg fractionation flask. Six fractions and a small residue were obtained.

Table II—Fractional Distillation of Methyl Esters of Saturated Acids

(109.6 g. taken for distillation)

Preliminary distillation under 2 mm. pressure	Fraction	Temp. °C	Weight Grams
	A	160 to 163	21.40
	B	164	22.70
	C	165	22.60
	D	166 to 167	21.70
	E	170 to 180	19.10
	Residue		2.00

Final distillation under 2 mm. pressure	Fraction	Temp. °C	Weight Grams
Fractions A + B added	1	150 to 155	10.70
	2	156 to 157	23.30
Fraction C added	3	157	23.05
" D "	4	157 to 161	23.52
" E "	5	162 to 166	20.05
Residue	6	173 to 185	8.50
	Residue		.37

Examination of Fractions

The iodine numbers and the saponification values of these six fractions were determined and are recorded in Table III.

The iodine numbers of the various fractions are the measure of the contaminating unsaturated acid, and from these values the percentage of the esters of these unsaturated acids was calculated. From these percentages and the saponification values the mean molecular weight of the saturated acid esters in the several fractions was calculated. The mean molecular weights indicate what saturated acids may be present in each fraction. For example, the mean molecular weights of the saturated acid esters in fraction 1 and 2 (Column 5, Table III) are between those of methyl myristate (242.3) and methyl palmitate (270.3), indicating that this fraction contains both esters, whereas the molecular weights of fractions 3, 4, 5, and 6 indicate that they consist of various proportions of methyl palmitate and stearate (298.4).

In order to determine the correctness of these deductions, the free fatty acids were recovered from several of the fractions by saponifying them with alcoholic potash, removing the alcohol, dissolved the soaps in water, and decomposing them with hydrochloric acid. The constituent saturated acids entirely freed from mineral acid were isolated by fractional crystallization from ethyl alcohol. Their identity was established by the melting points and by observing whether or not the melting points were lowered when the substances were mixed with equal quantities of the respective acids which they were suspected of being, the purity of which has been established by analysis.

The deductions drawn from the molecular weights of the saturated acids were confirmed as follows: The final residue was saponified with alcoholic potash, and the fatty acids were liberated with hydrochloric acid, collected, dried and crystallized from about 12 cc. of 95 per cent alcohol. The crystallizable fatty acids

were subjected to fractional crystallization and finally 0.1401 grams of stearic acid, melting at 68-9°, and 0.1900 grams of lignoceric acid, melting at 80-80.5°, were obtained. No arachidic acid could be isolated.

Lignoceric acid ($C_{24}H_{48}O_2$) melting at 80. to 80.5° was isolated from the residue; stearic acid ($C_{18}H_{36}O_2$) melting at 68-9° was separated from fractions 4 and 6 as well as from the residue; palmitic acid ($C_{16}H_{32}O_2$) melting at 63° was obtained from fractions 1 and 3. Ten crops of crystals were obtained from the fractional crystallization of the fatty acids from fraction 1 by gradually reducing the volume of the alcoholic solution and finally by adding small quantities of water. The tenth and eleventh crops of crystals which melted at 54 to 55° were myristic acid ($C_{14}H_{28}O_2$).

The quantity of saturated acids in the fractions were calculated from the mean molecular weight of their esters and the theoretical molecular weight of the two esters in each fraction.

Table III—Palm Oil—Results of Analysis of Fractions obtained by Distilling the Methyl Esters

Fraction	Iod. No.	Sap. Val.	Esters of Unsat. Acids %	Mol. Wt. of Sat. Acid Esters	Myristic Acid %	Gra.
1	0.96	209.3	1.00	267.8	7.76	0.83
2	1.12	207.6	1.15	270.0	0.96	0.22
3	1.52	206.7	1.57	271.1		
4	3.0	205.6	3.15	272.2		
5	7.4	201.9	7.78	276.6		
6	11.9	192.9	12.51	289.7		
Res. Totals						1.05

m	Palmitic Acid %	Gram	Stearic Acid %	Gram	Lignoceric Acid Gram
03	85.51	9.1395			
38	92.77	21.6161			
	90.69	20.9500	2.67	0.6149	
	85.70	20.1560	6.25	1.4700	
	68.25	13.7822	19.35	3.9713	
	26.09	2.2230	58.37	4.9620	
				0.1401	0.1900
41		87.8668		11.1583	0.1900

Table IV—Palm Oil—Saturated Acids

Acids	Saturated Acid Fraction		Acids in Original Oil		Glycerides in Original Oil
	Grams	Per Cent	Per Cent	Per Cent	
Myristic	1.054	1.05	0.47	0.51	
Palmitic	87.867	87.63	38.85	40.75	
Stearic	11.158	11.13	4.93	5.15	
Lignoceric	0.190	0.19	0.08	0.08	
		100.00	44.33		

In Table IV, the percentage composition of the saturated acids is given in Column 2. These values calculated to the basis of the original oil are given in Column 3. Column 4 gives the equivalent percentages of the glycerides.

Summary

The chemical and physical characteristics of a sample of palm oil from the Belgian Congo, Africa, have been determined. The oil was found to contain 44.33 per cent of saturated and 50.55 per cent of unsaturated acids.

The composition of the oil has been determined with the following results:

Glycerides of	Per Cent
Oleic acid	47.2
Linolic	5.6
Myristic	.5
Palmitic	40.8
Stearic	5.2
Lignoceric	.1
Unsaponifiable matter	.39

This is the first time that lignoceric acid has been reported as a constituent of palm oil.

Schimmel 100 Years Old

Schimmel & Co., Miltitz near Leipzig, Germany, one of the most famous of the old European essential oil houses, completed one hundred years in business on Sept. 1 of this year. The company was founded in 1829 as Spahn & Buttner, and in 1854, the name was changed to Schimmel & Co., the owners being Hermann Traugott Fritzsche and Johann Erdmann Ferdinand Sechtling. Control of the firm has remained in the Fritzsche family ever since. The company expanded steadily over the years, culminating in the move in 1911 to the large plant at Miltitz. The famous lavender oil distillery of Schimmel in the Barreme district of France was established in 1905. The New York branch of Schimmel was established in 1871 by Paul Traugott Fritzsche, and is the present firm of Fritzsche Brothers, Inc., which continues to represent Schimmel in the United States and Canada. In 1927, Schimmel & Co. bought E. Sachsse & Co., Leipzig, and took over the Sachsse factory in Liesing near Vienna. Early this year, they bought Anton Deppe Sohne in Hamburg, which plant is now operated as a Schimmel branch for the manufacture of thymol, borneol, etc. The company also has plants in Celje and Budapest. Several essential oil authorities of world renown have been connected with Schimmel during the past half century, namely Julius Bertram, Carl von Rechenberg, Eduard Gildemeister, and Heinrich Walbaum. Schimmel's annual report on the volatile oils has for many years been considered an outstanding authority on the subject.

Oil Trades Association of New York will hold its annual golf tournament Sept. 24 at the Westchester Hills Golf Club, just outside of White Plains, N. Y.

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Say you saw it in SOAP!

Liquid Soap Specifications

*Manufacturers Urged to Give Opinions on Specification No. 27
by Member of Committee*

IN order that such recommendations on liquid soap specification No. 27, as may be made to the Liquid Soap Committee of the American Standards Association, may adequately represent the opinions of a majority of American liquid soap manufacturers, it has been requested that all such manufacturers give their views in the form of a letter at this time. J. L. Brenn, president of the Huntington Laboratories, Huntington, Ind., is the representative of liquid soap manufacturers on the committee of the American Standards Association. He is anxious to secure a consensus of opinion on Liquid Soap Specification No. 27, which is the present specification of the Federal Specifications Board. His object in doing this is to secure the opinions of liquid soap manufacturers and then go before the committee of which he is a member and give a composite opinion representing the industry as a whole.

In a letter to the Editor of SOAP, Mr. Brenn explains exactly what information he needs to represent the industry intelligently on the committee. From the manufacturers' point of view, is the present specification No. 27 satisfactory or unsatisfactory? Where is it at fault? What definite and specific changes do you suggest? If you make liquid soap, do not fail to express an opinion, sending it either to Mr. Brenn or to the Editor of SOAP. If requested, names will be held in strict confidence. Otherwise, a summary of the opinions will be published at an early date. Mr. Brenn's letter follows:

EDITOR, SOAP:

NEW YORK, N. Y.

As you probably know, the American Standards Association recently requested me to serve on their special committee on Liquid Soap as the representative of the liquid soap manufacturing industry and that it is the purpose of this committee carefully to consider present U. S. Bureau of Standards Specification No. 27 for Liquid Soap with the view of recommending such changes and improvements as may be found advisable.

Naturally, I have my own personal views on this matter but I consider that my appointment to represent the entire industry, should mean that I represent the majority's sentiment of the

whole industry and therefore I do not wish to assume the responsibility of speaking for the industry without first receiving the views of the leading factors in it. I am coming to you with the request that you be kind enough to publish this letter in the next issue of SOAP together with U. S. Specification No. 27 so that everyone will have the opportunity to give it their consideration and make such comments as they see fit and which will be of help to the committee.

In the paint and varnish industry, there has been considerable trouble stirred up through the fact that a similar committee whose work resulted in the adoption of a series of standardized specifications, did not receive the proper cooperation from the industry. All sorts of complaints have since risen from sources which took no recognition of the committee's work in the beginning. I would like, if possible, to see such a situation prevented in our field but the only way this can be assured is if every leading factor in the industry will take a hand in the meeting right now instead of waiting until after the adoption of definite standards. Such comment can be addressed either to me personally here at Huntington or to you and re-mailed to me without revealing the name of the writer if it is found advisable for any reason to do so. I do not care how it is done, just so we know pretty definitely what the industry wants. No doubt, the users will be pretty firm in their views and the government will have its own ideas on the matter as well. We hope to get all differences together and iron them out to the best of our ability.

Thanking you in advance for your consideration in this matter which I am sure is of great importance to the industry, I remain

J. L. BRENN.

The Specification

THE specification for liquid soap, F. S. B. No. 27, on which opinions are requested is published herewith. Do not fail to express your opinion with definite suggestions in a letter, as it is only by this means that the Committee can be guided. The specifications follows:

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Fluf makes an ideal cleanser to add to your line of products because it produces the largest package with the lightest weight. Fluf is an extra light soda ash made especially fluffy, bulky and light by a process exclusive with Solvay.

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This ideal cleaner and cleanser for general cleaning is efficient, effective and entirely soluble in water. Super Cleanser contains no harmful ingredients nor inactive filler. It is *all active cleanser*. Solvay Super Cleanser is good enough to *beat* competition and can be sold at a profitable price.

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(Trade Mark Registered)

Pure white, crystalline, immediately and entirely soluble, Solvay Snowflake Crystals are an excellent water softener and effective soap saver. Perfect solubility enables this mild cleanser to do its work without leaving a residue. Snowflake Crystals also make the most perfect base for bath salts.

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PRODUCTS

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THE soap desired under this specification is a clear solution of pure vegetable oil potash (or potash and soda) soap with or without glycerol or alcohol, suitably perfumed, and free from all foreign matter. It should quickly form a satisfactory lather and have no injurious effect and leave no objectionable odor on the skin.

Failure to meet any of the following requirements will be cause for rejection: The material must be a clear solution, free from objectionable odor, other than from coconut oil, and must quickly form a satisfactory lather. Total anhydrous soap shall be not less than the equivalent of 15 per cent potash soap. Total matter insoluble in alcohol shall not exceed 0.5 per cent. Free alkali calculated as potassium hydroxide (KOH) shall not exceed 0.05 per cent. Chloride calculated as potassium chloride (KCl) shall not exceed 0.3 per cent. More than traces of sulphates and sugar shall not be present. All constituents shall be calculated on the basis of the original sample. The material will be purchased by volume in accordance with the contract agreement. A gallon of soap shall mean 231 cubic inches at 15.5° C.

Sampling

A sample of not less than one-half pint shall be taken at random from not less than 1 per cent of the vendors' shipping containers, provided such containers contain not less than 10 gallons each. In cases of smaller containers a sample of not less than one-half pint shall be taken at random from each lot of containers totaling not to exceed 1,000 gallons. The total sample shall in all cases consist of not less than three portions of one-half pint each taken at random from separate containers. Before drawing the sample from the container selected the contents of the container shall be thoroughly agitated. The inspector shall thoroughly mix the samples drawn, place in clean, dry cans or bottles, which shall be completely filled and securely stoppered with clean corks or caps, seal, mark, and send to the laboratory for test. The seller shall have the option of being represented at the time of sampling and when he so requests shall be furnished with a duplicate sample.

Laboratory Examination

(a) **PREPARATION OF SAMPLE.**—No preparation of the sample, other than thorough mixing, is necessary unless it is received during very cold weather, when it should be allowed to stand at least one hour after it has warmed up to room temperature (20° to 30° C.) before it is noted whether it forms a satisfactory lather.

When a determination shows non-conformity with specification, a duplicate shall be run.

(b) **TOTAL ANHYDROUS SOAP.**—Dissolve 10 g. of the sample in 100 cc. of water in a 250 cc. Erlenmeyer flask. When the solution is complete, add dilute sulphuric acid in slight excess, insert a small funnel in the neck of the flask, and heat the flask at a temperature not exceeding 60°C. until the fatty acids separate as a clear layer. Transfer to a separatory funnel, draw off the acid layer into a second separatory funnel, and shake the acid aqueous liquid with two 20 cc. portions of ethyl ether. Dissolve the fatty acids in the ether used for washing the aqueous liquid and shake with 10 cc. portions of water until they are no longer acid to methyl orange. Unite the water portions used for washing and shake with 20 cc. of ether, wash this ether until the wash water is neutral to methyl orange. Unite the ether solutions (if necessary, filter, washing the paper with ether) in a suitable weighed vessel, add 100 cc. of neutral alcohol

(Continued on page 109)

Oil Tariff Remains Unchanged

Rates of duty on oils and fats as reported out by the Senate Finance Committee on Aug. 20, show little change from those which were included in the tariff bill as it was passed by the House of Representatives. Important to the soap industry, the rates on coconut oil and copra are unchanged, both products from the Philippines being on the free list. The idea of denaturation for soap making oils has been extended by the Senate Committee to include oils such as palm, olive, rape, sesame, and others, and palm kernel which was included in this class in the House bill. The rates as passed by the House have been cut on some oils and fats, sperm oil being reduced, soya bean being cut to 2.8c per pound, and hydrogenated oils cut from 4c pound to 3c. Stearic acid duties are up. Rates for soaps and glycerine have not been changed.

The rates as reported by the Bureau of Raw Materials for the American Vegetable Oils and Fats Industries are as follows:

Par. 1.

Red oil or oleic acid is restored to the 1922 rate of duty which is 1½c per pound. Stearic acid remains in the basket clause of the Senate Bill at a duty of 25% ad valorem. The 1922 rate was 1½c per pound.

Par. 43.

Glycerine, crude and refined, remains at the 1922 rate of duty.

Par. 53. ANIMAL AND FISH OILS.

This paragraph is unchanged with the exception that sperm oil, formerly dutiable at 10c per gallon has been reduced to 6c per gallon. Duties on whale oil, seal oil, etc., remain unchanged.

Par. 54. VEGETABLE OILS.

Castor oil remains at 3c per pound, hempseed at 1½c, linseed had been reduced from the House rate of 4.16 to 3.7c per pound. Rapeseed oil remains at 6c per gallon, but is allowed duty free entry if denatured, which is a concession not in the House Bill nor the Tariff Act of 1922. All expressed or extracted oils not specially provided for remain at 20% ad valorem.

Par. 55. VEGETABLE OILS.

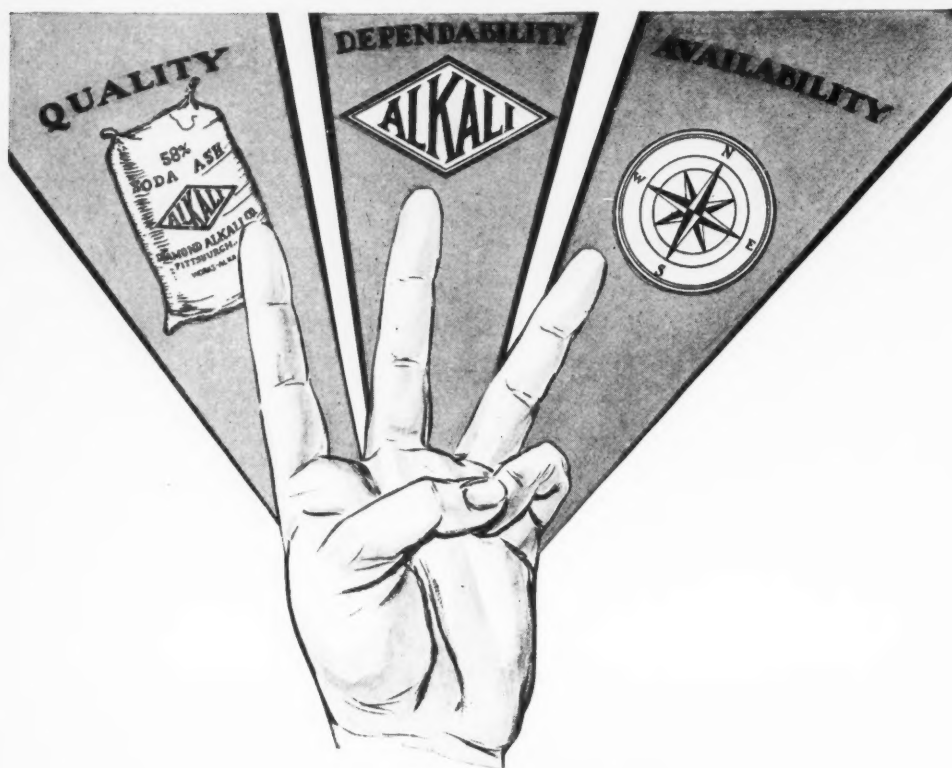
Coconut oil remains at the old rate of duty of 2c per pound, and coconut oil from the Philippines is allowed duty free entry. Cottonseed oil, 3c per pound; peanut oil, 4c per pound, the old rates of duty; palm kernel oil, 1c per pound, but free if denatured, which provision was in the House Bill; sesame oil, 3c per pound, but duty free if denatured, this provision not being in the House Bill. Soya Bean Oil, held dutiable at 5c per pound in the House Bill, has been reduced 2.8c per pound, but not less than 45% ad valorem.

Par. 56.

Alizarin Assistant, turkey red oil, sulphonated castor oil, etc., remain at the 1922 rate of duty of 43% ad valorem.

Par. 57.

Hydrogenated oils and fats held dutiable in the Tariff Act of 1922, and the House Bill at 4c per pound, have been reduced to 3c per pound.



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WHEN you order your next supply of alkalies, remember Diamond—the brand that is recognized as the standard of quality by many of the most careful and exacting buyers throughout the country.

Remember that every bag or barrel of Diamond Alkalies is backed by a national reputation for dependability which we have built up by years of careful conscientious effort—a good-will which we re-

gard as priceless—your assurance that the strictest standards of quality and uniformity shall be constantly maintained.

Remember too, the ready convenience and quick deliveries that Diamond national distribution assures for your less-than-carload needs—a service as near as your telephone. Carload requirements are handled direct from the centrally located Diamond plant at Painesville, Ohio.

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Par. 58.

Combinations and mixtures of animal, vegetable and mineral oils take a rate of duty of 25% ad valorem, but not less than the rate applicable to the component material subject to the highest rate of duty, this being the same language as in the House Bill.

Par. 59. OILS DISTILLED OR ESSENTIAL.

The rate of duty on all these oils remains the same with the exception that eucalyptus was placed on the free list in the Senate Bill. Those not on the free list bear a duty of 25% ad valorem.

Par. 82.

The duties on soap of all kinds remain unchanged as in 1922, laundry soap bears the very low duty of 15% ad valorem.

Par. 701.

Tallow remains unchanged from the 1922 rate at 1/2c per pound, and oleo oil and oleo stearine remain at 1c per pound.

Par. 703.

Lard, 3c per pound, lard compounds and lard substitutes 5c per pound.

Par. 709

Butter and oleomargarine remain at the House rate of duty, to wit, 14c per pound.

Par. 730.

Mill feeds and mixed feeds remain at the old rate of duty, but a special duty of 3/10 of one cent per pound is placed on soya bean cake and soya bean cake meal. *All other kinds of oil cake and meal remain on the free list.*

Par. 757.

Peanuts not shelled 4 1/4c per pound; shelled 6c per pound, the latter being a reduction of 1c per pound from the House rate of duty.

Par. 760

Oil bearing seeds and materials, castor beans remain at 1/2c per pound, flaxseed is reduced from the House rate of duty of 6 1/2c per bushel to 5 1/2c per bushel, soya bean 2c per pound, cottonseed 1/3 per pound.

Par. 1727. OIL BEARING SEEDS AND NUTS, COPRA, ETC.

Copra, inclusive of copra from the Philippines, hempseed kapok seed, palm nuts, palm nut kernels, tung nuts, rapeseed, rubber seed, perilla and sesame seed are given duty free entry. Kapok seed and rubber seed represent additions to the free list to the Tariff Act of 1922 and the House Bill.

Par. 1730.

Oil cake and oil cake meal are given duty free entry with the single exception of soya bean cake meal.

Par. 1731.

Cod oil and cod liver oil remain on the free list.

Par. 1732.

Oils distilled or essential now on the free list are: Anise, bergamot, bitter almond, camphor, caraway, cassia, cinnamon, citronella, eucalyptus, geranium, lavender, lemon-grass, lime, lignaloe or bois de rose, neroli or orange flower, origanum, palmarosa, pettigrain, rose or otto of roses, rosemary, spike lavender, thyme, and ylang ylang or cananga: Provided, That no article mixed or compounded with or containing alcohol shall be exempted from duty under this paragraph.

Par. 1733.

Oils expressed or extracted now on the free list, either in their natural state or if denatured are as follows: Croton, palm, perilla, and sweet almond; olive, palm-kernel, rapeseed, sunflower, and sesame

(Continued on page 83)

United Africa Names Officers

The United Africa Co., Inc., New York, formed through a consolidation of African & Eastern Trading Co. and the Niger Co., announce the election of R. G. Morris as president



R. G. MORRIS

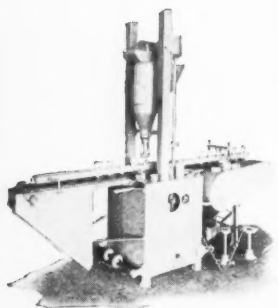
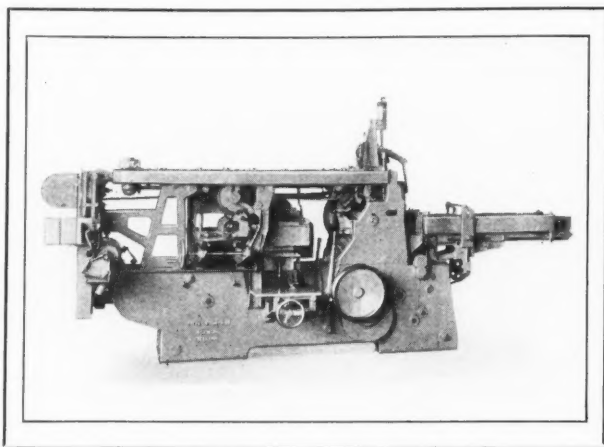


J. H. REDDING

and of J. H. Redding as chairman of the board. Mr. Morris was formerly head of A. & E. and Mr. Redding was president of Niger. Other officers of the new company include L. E. Wingrove, formerly of Niger Co., treasurer, and E. A. Fitter, African & Eastern, secretary. Mr. Redding will have charge of the palm oil department, with Robert S. Hebert and Dudley T. Bloodgood as his assistants. Mr. Morris is head of the cocoa division, assisted by H. W. King. The new officers of the company, located on the twentieth floor of a new building at 205 E. 17th St., are newly furnished throughout with American walnut equipment. They are arranged so one separate wing is available for the palm oil department with another for cocoa, the general secretarial and bookkeeping section being in between. At the entrance to the offices the flooring consists of a large map of Africa with the name of the company running through it.

J. Russell Co., American and Canadian agent for Metzner & Otto, Leipzig, Germany, has recently been absorbed by the Euro-American Corp., a new \$250,000 corporation which will continue to import Metzner & Otto products under a ten-year agreement. Offices will be continued at 2017 Fifth Ave., until a New Jersey plant is ready for operation. John A. Clark, New Brunswick, N. J., will head the new concern, with Carl F. Sharmer and Ralph V. Richard as vice-presidents. John J. Russell and Alfred G. Thieme serve with the officers on the board. Julius M. Russo is chemist and general manager, and I. Wunderlich is secretary of the board.

Tight-Wrapped Packages bring MORE SALES!



—and for INSECT POWDERS

The Universal Filling Machine with capping device is ideal for insect powders, talcum powder, etc. Handles weights from $\frac{1}{2}$ ounce to 5 pounds, and practically any type of container. With one operator, production averages 15-20 containers per minute. Machine can be used as gross weight scale, or to measure material into container volumetrically, or to pack material from bottom to top, tightly or loosely as desired.

That's the chief reason for the increasing popularity of the Tight-Wrapped Package — not merely its greater attractiveness, or the fact that it's sift-proof, or because it's cheaper (it isn't!) — but because Tight-Wrapped Packages *sell more goods*.

Experience has proved it—not in one case alone, but in many. The slight additional cost of this most modern package is more than repaid by the greater profits it produces.

The Stokes & Smith Automatic Package Wrapping Machine is built in three models, one of which is designed for *your* needs. Produces 40 to 60 packages per minute.

Let us send you full details—no obligation, of course.

STOKES & SMITH COMPANY PACKAGE MACHINERY

Summerdale Avenue near Roosevelt Boulevard
Philadelphia, U. S. A.

London Office:
23 Goswell Road, E. C. 1.

Say you saw it in SOAP!

Opportunities for Export

The following opportunities for export of American soaps and allied products have come to the Bureau of Foreign and Domestic Commerce, Washington, D. C. American manufacturers can secure the full details of the inquiries by communicating with the Bureau, care of the Department of Commerce. Be sure to mention the number of the Foreign Trade Opportunity in writing.

39,950	Automobile cleansers	Chile	Agency
39,976	Toilet and shaving soaps	Netherlands	Agency
39,988	Laundry soaps	Porto Rico	Purchase or agency
40,151	Insecticides	West Indies	Agency
40,155	Insecticides	Germany	Agency
40,254	Insecticides	Scotland	Purchase
40,288	Polishing Wax	Switzerland	Purchase
38,349	Toilet preparations	Germany	Agency or Purchase
38,406	Toilet preparations	Cuba	Sole Agency
38,471	Toilet soaps	India	Agency
38,472	Toilet preparations	Estonia	Agency
38,493	Toilet preparations	Brazil	Agency

Purdy Soap in New Plant

W. H. Purdy Soap Co., Brooklyn, N. Y., moved into a new two-story building at 592 Smith St., Brooklyn, on Sept. 1, where the office and plant are now located. The building is of brick, thirty by one hundred with offices on the second floor. W. H. Purdy, head of the company, was formerly president of the Purdy & Stevens Supply Co., 200 Sullivan St., Brooklyn, which address was shared jointly by the Purdy company and the Stevens Soap Corp. up until Sept. 1. The latter company remains at the old address. The Purdy Soap Co. will continue to handle soaps, soap powders, cleansers and related products.

John Ranol, Inc., is a newly formed company which will enter the soap, toilet goods and cosmetics field. Executive offices and laboratories are situated at 34 Littleton Ave., Newark, N. J. The company is headed by A. R. Everson who has spent twenty years in the toilet goods business. The first product to be marketed will be a non-alkaline shampoo which is claimed to have several new and distinctive features. Shortly after this is put on the market it will be followed by a new toilet soap and several cosmetics. These will be marketed on a nation-wide basis, the advertising campaign to be handled by Erickson Co., New York, advertising agents.

Gold Dust Buys United Cigar

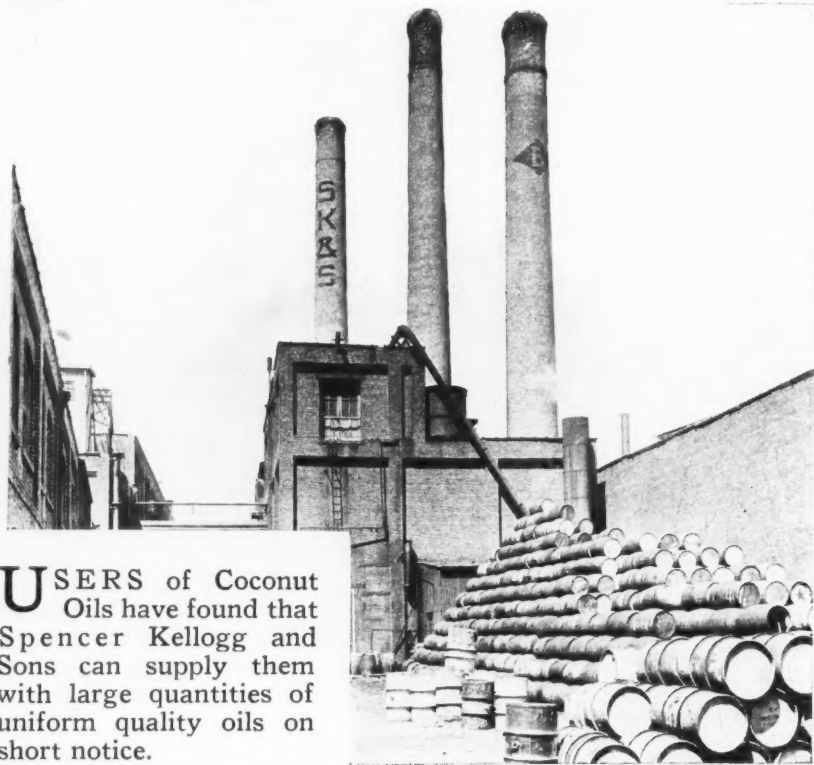
George K. Morrow, chairman of the Board of Gold Dust Corp., New York, is head of a syndicate which recently acquired control of United Cigar Stores of America and affiliated companies. These were previously controlled by George J. Whelan, who has sold a considerable part of his stock to the recently formed United Stores Corp., which will be used as a holding corporation to control the United Cigar chain and possibly many others. Mr. Morrow, together with his associates, controls United Stores Corp. as well as Gold Dust Corp., which sells Gold Dust cleaning powder, Fairy Soap and various edible products. The close connection between the two companies may lead to a revision of United Cigar Store policy which will involve sale of Gold Dust products through the chain organization of the associated company.

Cosmeticians Meet in Chicago

The Tenth Annual Convention of the National Association of Cosmeticians and Hair Artists was held at the Sherman Hotel, Chicago, on August 26th, 27th and 28th. The exhibitors numbered forty-eight and filled the Grand Ball Room with a colorful display. Prominently situated in the center of the room were the attractive booths of the Colgate-Palmolive-Peet Co. and the Marinello Co. The mornings were devoted to business meetings and lectures in the club rooms, while the evenings were marked by the demonstrations of exhibitors, and entertainment features. At the election of officers, Mrs. M. B. McGavran, of Kansas City, Missouri, was returned to the president's chair. Credit for the success of the Convention was chiefly due to the efforts of Mrs. McGavran, Miss Frances Martell, executive secretary, Mrs. R. J. Maurer, Mrs. Mary E. Wood, Mrs. Hannah Fischer Schnapp, and Miss Elizabeth Thielen. The closing ceremonies took place Wednesday evening, the 28th, at a banquet in the Louis XVI, Crystal, and Gray Rooms.

Imperial Chemical Industries, Ltd., London, will expand into South America, according to a recent report. It is planned to build a factory in Buenos Aires, and this move may be followed by the construction of several other plants.

Chicago Paint Oil & Varnish Club recently elected Fred A. Jensen president of the club for the coming year. Carl A. Schinke was elected secretary-treasurer.



USERS of Coconut Oils have found that Spencer Kellogg and Sons can supply them with large quantities of uniform quality oils on short notice.

View of the great Edgewater, N. J., Plant where Spencer Kellogg Coconut Oils are refined.

**SPENCER
KELLOGG
COCONUT
OILS**

Manila Raw

Crystalite

*Silver Seal Cochín

Edible

Hydrogenated

*Recommended wherever a bleached and neutralized oil of uniform quality is demanded.

Spencer Kellogg and Sons Sales Corp'n

GENERAL OFFICES
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NEW YORK OFFICES
Graybar Building

CRUSHING PLANT
Manila, P. I.

REFINERY
Edgewater, N. J.

Sales Offices in All Principal Cities

WAREHOUSE STOCKS

Albany
Baltimore
Boston
Chicago
Cincinnati

Cleveland
Detroit
Kansas City
Milwaukee
New York City

Philadelphia

(Tank Wagon Service in Greater New York)



CHICAGO NOTES

Chicago Perfumery, Soap and Extract Association will resume its regular semi-monthly meetings for the Fall season with a luncheon at the Midland Club on Wednesday, September 18th. The members will be entertained, and probably surprised, by the motion pictures which were taken at the Annual Picnic in June. Arthur Fortune, chairman of the Bowling Committee, announces that the weekly gatherings at the Elks Club will begin at the same time. The Association's ninety-ninth member was admitted recently in the form of Florasynth Laboratories, Inc., represented by Louis A. Rosett, of New York, and locally by Walter S. Goff, Chicago representative. The Entertainment Committee promises a stimulating series of events for the coming season.

The friends of William P. Kahn, of the Wm. P. Kahn Corporation, of St. Louis, Mo., were deeply grieved to learn of his sudden death, at his home, early in August.

Adam Bialecke, Armour Soap Works, Chicago, left on September 3rd, for an extended trip along the East Coast. He is expected to return early in October.

Dr. H. Flamhaft, of United Laboratories, visited Chicago early in September, making his headquarters at Riviera Products Company while he attended the National Beauty and Barber Supply Dealers' Association Convention at the Stevens Hotel September 9th to 13th.

H. J. Boulden, of Andrew Jergens Company, Cincinnati, returned from England early in September, thus completing an eventful three months' tour of Europe.

Frank V. Varallo, for seven years associated with George Lueders & Co., recently joined the staff of the Chicago office of Norda Incorporated.

Spencer U. Boehmer, widely known throughout the Chicago trade, recently established the S. U. Boehmer Co. at 157 N. Jefferson Street. He will soon place on the market two new items, a shaving cream and a lemon lotion.

Lavish preparations are being made for Chicago's First Annual Sample Mart, to be
(Continued on page 55)

Bristol-Myers Merger Details

Additional details concerning the acquisition of Bristol-Myers Co. by Drug, Inc., reported in a recent issue of Soap were announced in a letter to stockholders by Henry P. Bristol. Bristol-Myers stockholders will receive $1\frac{1}{8}$ shares of Drug, Inc., stock for each share of Bristol-Myers stock held, and will also receive a cash dividend of \$5 a share plus a dividend of $83\frac{1}{3}$ c a share for the two months ended Sept. 1. This puts a value of \$132 a share on Bristol-Myers stock as compared with the price of \$59 a share at which it was first issued in April, 1928. Bristol-Myers will be operated as a division of Drug, Inc., with no changes in management or personnel. Among other items it produces Ipana toothpaste and Ingram's shaving cream.

Lever, Ltd., Margarine Union Merger

Lever Bros., Ltd., leaders in the British soap field, recently merged with the Margarine Union, a Dutch-English combination, controlled by Margarine Unie. The two margarine companies dominate the margarine market of Europe, and their branches extend throughout the world. Capital of \$350,000,000 is involved in the merger with Lever Bros., Ltd., making this one of the largest mergers in British industrial history. It is expected that a holding company will be formed to acquire the stock of all three companies. The Lever stock totals £56,627,546, with Margarine Union capital amounting to £3,600,000 and Margarine Unie capital totaling 150,000,000 florins. No alteration in the method of conducting the business of either organization is involved in the merger.

June Soap Exports

Exports of toilet soaps from United States during the month of June, 1929, amounted to 615,920 lbs., worth \$176,442, with the Philippines leading buyers in quantity of purchases, and United Kingdom paying the greatest total for its purchases. Laundry soap exports totaled 4,077,839 lbs., valued at \$285,460, with the Philippines taking 1,356,118 lbs. at a price of \$84,649. Scouring soaps and powders to the amount of 855,016 lbs., worth \$63,023, were exported in June, Canada leading the field by taking 202,894 lbs. at a price of \$13,968. Exports of powdered or flake soaps totaled 92,399 lbs., worth \$10,114, with shaving soaps amounting to 113,676 lbs., valued at \$60,132, also being exported. Other soaps, totaling 334,853 lbs., valued at \$38,158, were exported, United Kingdom being the best customer in this miscellaneous market.



SAPOFIXIN

We invite you to try our Sapofixins
in your Soaps as reinforcers.

Sapofixin Eau de Cologne
Sapofixin Hyacinth
Sapofixin Lavender
Sapofixin Lilac
Sapofixin Lily of the Valley
Sapofixin Orange
Sapofixin Pine
Sapofixin Rose
Sapofixin Violet



HEINE & CO. NEW YORK

TELEPHONE BEEKMAN 1535
52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig
in the United States and Canada

Say you saw it in SOAP!

PERSONAL and IMPERSONAL

Canadian Soap & Chemical Co. began the manufacture of soap at Edmonton, Alberta, Canada, early in September, on property formerly owned by Edmonton City Dairy. Boilers and machinery were recently installed, and twenty-five employees are now engaged in the business. Allied lines will be added to the list of products in the course of expansion.

Lever Bros. Co., Cambridge, Mass., recently filed a complaint with Interstate Commerce Commission seeking lower freight rates on carload shipments of soap from Cambridge and Hammond, Ind., throughout the Northeastern quarter of United States. Lever Bros. are now building a new factory at Hammond. The present fifth-class rate on soaps and related products is described as unreasonable in comparison with rates on other comparable commodities.

Norwich Pharmacal Co., Norwich, N. Y., makers of Unguentine and Swav shaving cream and soap, recently placed its advertising account with Young & Rubicam, Inc., New York.

The soap and perfumery business of Rafael Zuzuarregui, operated in Guadalajara, Mexico, Apartado Postal No. 446, has recently been sold to Juan C. Duran, who will continue to run the company as Zuzuarregui Y Negrete Sucr.

E. R. Squibb & Sons, New York, has formed a subsidiary Delaware corporation, Squibb Plan, Inc., as a part of its plan to share profits with customers in the retail drug industry. Shares in the new corporation will be sold to Squibb customers, on a basis of volume of purchases, and a part of the Squibb profits will then be turned over to Squibb Plan, Inc., for distribution.

Jewel Tea Co. reports profits of \$801,426 for the 28 weeks ended July 13, as compared with \$700,380 for the same period during 1928. This amounts to \$2.86 a share on the 280,000 common shares, as compared with \$2.50 in the similar 1928 period.

Industrial Jabonera, Barranquilla, Colombia, which was recently formed through the acquisition of the soap business of J. A. Gonzalez J, of the same city, is headed by Luis Vesga Tapias who is also connected with the well-known South American firm of Echeverri, Vesga & Co. The soap company has a paid in capital of \$21,000. The plant and manufacturing are under the direction supervision of J. A. Gonzalez J.

A corn oil soap is now being made by the cold process by Soap Products Co., New York and Chicago, operating at 2436 East Eighth St., Los Angeles. The output of the plant is now 5,000 lbs. of barreled industrial soap daily, and will be expanded to about 150,000 lbs. daily when production of household soap is under way.

Spencer Kellogg & Sons recently purchased five tank steamers which will be used to carry coconut oil from the Manila, P. I., plant of Copra Milling Co., under their control, to New Orleans and New York. The fleet may also be used to bring chinawood oil from the Gillespie plant in Hankow, China, which Spencer Kellogg recently took over.

The soap business of Carlos W. Muller, Apartado No. 6, Panama, has recently been taken over by Vincente Guardiola, who will continue to operate the firm under the name, La Esperanza.

Otto Hagen, general manager of the business of T. G. Cooper & Co., Philadelphia, importers of and dealers in soap raw materials, completed thirty years with that firm on Sept. 1. Mr. Hagen is well known throughout the soap, vegetable oil and related industries.

Paper Makers Chemical Corporation, Kalamazoo, Mich., hand soaps, plans to build a \$300,000 plant in Portland, Ore., according to W. J. Lawrence, head of the company. It will be situated on a seven-acre site, and will employ about 100 men. The corporation now operates twenty-two plants in United States, Canada and England. The new plant will be the first one west of the Mississippi.

DEPENDABLE

BASIC PERFUME MATERIALS

For the

SOAP MAKER

Oil Patchouly Penang
 Oil Thyme Red and White
 Oil Vetivert Bourbon and Java
 Oil Geranium Bourbon and African
 Oil Lavender Flowers French
 Oil Rosemary Spanish

All the above oils are distilled by Bertrand Freres of Grasse, France, from carefully selected raw materials. By supplying only the finest merchandise, Bertrand Freres has built up an enviable reputation among perfumers who have found that it pays to employ B. F. products.

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 Aromatic Chemicals

NORD AFRICAN
COMMERCIAL
 Alger, Africa
 Oil Geranium

H. RAAB & CO.
 Roermond, Holland
 Artificial Musk

PAOLO VILARDI
 Reggio Calabria, Italy
 Messina Essences

Say you saw it in SOAP!

Lever Bros., Cambridge, Mass., are preparing to market their new "Lifebuoy" shaving cream on a nation-wide basis, starting soon after the first of the year. The cream is packed in a large sized tube enclosed in a brilliant red carton. Advertising tests have been run in the Philadelphia territory recently to determine the best copy to use in the national campaign.

Western Co., manufacturers of Dr. West's tooth paste, will spend approximately \$900,000 between now and the first of the year in pushing the sale of its tooth paste and tooth brushes according to recently announced plans. The new campaign calls for separate marketing of the paste and brushes. They have previously been sold on a combination deal.

Hahn Department Stores Purchasing Corp., recently appointed Francis J. McDermott market representative of toilet articles, drug sundries and notions in the accessories division of the company. Mr. McDermott joined the Hahn organization recently, after spending 12 years as buyer of toilet articles and proprietary products for Owl Drug Co., San Francisco, which operates over 100 stores on the West Coast.

Kiefer-Stewart Co., wholesale druggists, Indianapolis, will distribute to the trade two counter display racks showing the products of companies which include Barbasol Co., Bristol-Myers Co., Colgate-Palmolive-Peet Co., F. F. Ingram Co., Lehn & Fink, Inc., and E. R. Squibb & Sons. Retailers will be given free goods in return for the use of display space.

Mutual Wholesale Drug, Inc., composed of about 100 retail druggists in Portland, Me., recently became affiliated with McKesson & Robbins co-operative chain.

The soap end of the business of the National Chemical & Manufacturing Co., Chicago, was taken over last month by the Huntington Laboratories, Huntington, Ind. H. H. Heidbrink and D. E. Chittenden, formerly of National Chemical, have become associated with Huntington. The National company owned the Eagle brand for wet, dry cleaning, rug, and collar and cuff soaps.

Dow Chemical Co., Midland, Mich., will split its common stock five-for-one if the recent action of the directors is approved by the stockholders when they meet Sept. 24. Of the 200,000 authorized shares, 120,000 are now

outstanding. When the split is made 1,000,000 shares will be authorized, of which 600,000 will then be outstanding. A part of the remaining 400,000 shares will be offered to stockholders at a later date on a proportionate basis.

General Naval Stores Co. recently transferred its Research Laboratory from Cincinnati to Passaic, N. J., where it will be located on the property of Newport Chemical Works. Further research development of Newport Wood Rosins will be carried on at the new headquarters on a much larger scale. E. V. Romaine, technical director of the Research Division, and H. J. Warmuth, chemist, have been transferred to Passaic, with their families, and will continue in charge of the Laboratories.

Control of Allison Drug Stores Corp., a New York chain of 16 retail drug stores, has recently been acquired by Loft, Inc., owners of a candy store chain. The contract for Loft control will operate for a period of 13 years.

Harper-Mantle Co., Toronto, Canadian representative for Ungerer & Co., New York, essential oils, moved its office and warehouse to new quarters at 62 Lombard St., on Sept. 1.

American Cyanamid Co. earned \$2,328,928 during the year ended June 30, 1929, as compared with 1,547,590 during the year previous. The earnings for the year recently ended were equivalent to \$1.75 a share on the 1,325,462 common shares now outstanding.

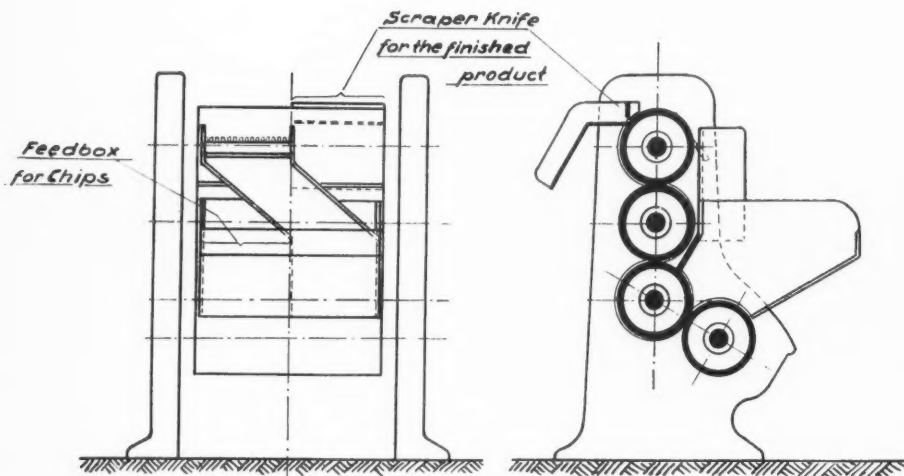
The Value of Soap in Dentrifices is the title of an article recently released by Colgate-Palmolive-Peet Co., Chicago. The article, written by George P. Cousins, D. D. S., considers the relative merits of the various tooth pastes, with special attention to those having soap and chalk as a base. It is pointed out that the soap which is present is in such a low percentage and so dilute that there is no chance of it inflaming the mucous membranes of the mouth as is sometimes supposed.

The minimum carload weight in connection with the rate of 13½¢ per cwt. on shipments of caustic soda, bleaching powder, washing powder and drain pipe solvent from Albany, N. Y., to 33rd St., New York City, has been reduced from 50,000 to 40,000 lbs. by New York Central Railroad. This reduction was approved by New York Public Service Commission, and the change went into effect September 8.

The New "LEHMANN"

No. 412 MWS High Production Toilet Soap Mill

(Patents applied for)



is the only machine that, in one passing, gives the soap six millings on four rolls with two milling lanes, and mixes it thoroughly in between without additional labor.

Production: from 1200 to 1400 lbs. finished toilet soap per hour.

Inquiries solicited

J. M. LEHMANN COMPANY, Inc.

248-250 WEST BROADWAY

NEW YORK CITY

Say you saw it in SOAP!

SOAP CHEMISTS' SECTION

(Official Publication, SOAP SECTION, American Oil Chemists' Society)

Oil Chemists to Meet in New York

H. P. TREVITHICK, chief chemist of the Produce Exchange, New York, has been named chairman of a committee to assist A. K. Church, chief chemist of Lever Brothers Co. and chairman of the Soap Section, in planning a fall or winter meeting of the American Oil Chemists Society in New York. The meeting will probably be held either in November or in January, 1930, with the latter date reported to be most likely among a majority of the committee. The meeting was held last year in October at the Produce Exchange, New York, and was the first fall meeting of the Society.

The official report of the appointment of the committee states: "President W. R. Stryker has appointed a Committee of New York members of The American Oil Chemists Society, to assist Mr. A. K. Church, vice-president for the Soap Section, in the conduct of the Fall Meeting of the Society, which will be held at New York some time after October 1. The definite date and the program of the meeting will be announced at a later date. Mr. Stryker and Mr. Church urge all members of the Society to attend the meeting, particularly members of the Soap Section, to whom the program will be of especial interest. The Meeting Committee, as appointed by President Stryker, consists of the following members: H. P. Trevithick, David Wesson, A. P. Lee, W. A. Peterson, R. W. Bailey. Mr. Trevithick has consented to act as Chairman of the Committee, and all communications concerning the meeting and about papers to be presented thereat should be addressed to Mr. H. P. Trevithick, 2 Broadway, New York City."

Die Riechstoffe und Ihre Derivate, or "Perfumes and Their Derivatives," by Dir. Alfred Wagner, Editor of *Perfume Materials Industry*. This volume is written in German, contains 400 pages and is bound in cloth. Many charts and tables illustrate the text matter. It considers the general and practical chemistry of the various aldehydes and their derivatives. Formulas and

chain relationships are given fully. The formation of the aldehyde products and their preparation by methods of reduction and oxidation are also considered. Considerable space is devoted to citral and citronella.

The American Chemical Industry, Published by United States Department of Commerce as No. 78 of the Trade Promotion Series. 114 pages. Paper binding. Size, 6 by 9. This volume traces the rapid growth of the American chemical industry in modern times. Charts and figures show how America has become an exporter rather than an importer of chemicals, give information about our largest customers, and show where potential markets for American chemicals are. Copies may be obtained from any District Office of the Bureau of Foreign and Domestic Commerce or from the Superintendent of Documents, Government Printing Office, Washington, D. C.

Stocks of crude cottonseed oil on hand Aug. 1, 1929, amounted to 20,350,682 lbs., as compared with 16,296,641 lbs. on hand at the same time in 1928, according to Department of Commerce figures. Stocks of refined oil available in various parts of United States on Aug. 1, 1929, were only 335,993,223 lbs., as compared with 378,612,700 lbs. at the same date in 1928.

Cottonseed crushings in United States during the year ended July 31 totaled 5,058,744 tons as compared with 4,654,017 tons in the previous year, according to recent Census Bureau figures.

Whale oil imports into Great Britain during the first six months of 1929 totaled 41,061 tons, as compared with 33,114 tons in the corresponding period in 1928, an increase of approximately 24%. The value was \$6,547,778, as compared with \$5,072,012 during 1928. Additional vessels now being equipped for use in the whale oil industry number thirty-five.

Soap Perfume Oils

Produced by

ROURE-BERTRAND FILS

LARAGNE (FRANCE) GRASSE BOUFARIK (ALGERIA)

Geranium African

Geranium Bourbon

Lavender Fleurs

Vetivert Bourbon

Petit Grain, South American

Ylang Ylang Bourbon

Ylang Ylang Nossi Be

As sole agents, in the U. S. and Canada, for Roure-Bertrand Fils, long a primary source of supply for these highly important Soap Perfume Oils, we invite comparison of these oils with those you are now using.

GEORGE SILVER IMPORT CO.

461-463 FOURTH AVENUE
NEW YORK CITY

Say you saw it in SOAP!

ON PRODUCTS AND PROCESSES

A newly patented soap flake composition consists of soap containing somewhat less than 15 percent of water together with a persalt such as sodium perborate and an oxyhydrocarbon derivative such as cetyl palmitate.—U. S. Pat. No. 1,717,553.

"Washing extracts" of extraordinary cleansing power and cream-like appearance may be prepared by the addition to liquid potassium soaps of two and one-half percent of oil of turpentine, or the same percentage of ammonium chloride. Other washing extracts, having special uses in the textile industries consist of potassium soaps containing some solvent such as hexalin.—*Seifensieder-Ztg.* 56, 137-9, 158-9, (1929).

A shampoo composition is prepared by mixing anhydrous water-soluble soap, substantially free from rancid ingredients, with a dry non-rancid vegetable oil to form a creamy mass of uniform character.—U. S. Pat. No. 1,719,251.

A lavender bouquet for soap, as described in a recent issue of *Les Parfums de France*, is made by using the following ingredients: lavender baumarome, 48 parts; geraniol, 40 parts; oil rose wood, 8 parts; oil cananga Java, 4 parts; coumarin, 1 part; synthetic jasmin, 2 parts; amyl salicylate, 5 parts; phenyl oxide, 5 parts; oil cloves, 2 parts.

It is said that the rancidity of coconut oil can be entirely removed by simple agitation with clay, by boiling with an aqueous colloidal suspension of clay, or by treating with superheated steam under reduced pressure in the presence of clay.—*J. Am. Phar. Assoc.* 18, 491-3 (1929).

From examination of the determination of saponification numbers on oils and fats in experiments on tallow and vegetable oils, it is concluded that no error is introduced because of the strength of the alcohol, provided it does not fall below 45-50 percent at the end of the titration; that saponification is generally complete in fifteen minutes and thirty minutes is ample for all ordinary purposes; and that a 3 gram sample should preferably be taken, 5 grams giving a less sharp end point. It is

recommended that the acid (generally 0.5 N hydrochloric), should be standardized directly against c.p. sodium carbonate and that determinations be made in duplicate.—*Chimie & Industrie* Special Number, 525-6 (Feb., 1929).

Colorless condensation resins are prepared from glycerol and phthalic anhydride by effecting the initial reaction at a temperature not exceeding 175° C. and heating the product at a temperature not exceeding 100° C. until it has attained a rubbery consistency, then hardening at a temperature not exceeding 135° C.—Brit. Pat. No. 300,668.

A dry-washing composition is prepared by treating a suitable wax, such as beeswax, with alkali to prepare an emulsion, which is mixed with sufficient mild abrasive to form a paste.—Ger. Pat. No. 476,151.

A fatty acid peroxide is produced by treating an aliphatic acid chloride such as lauryl chloride with a solution of an alkali metal peroxide.—U. S. Pat. No. 1,718,609.

Ammonium thiosulfate is recommended to prevent the gelatinization of soap mixtures which may also contain glycerol and other ingredients.—Brit. Pat. No. 361,020.

A critical investigation of the conduct of the titer determination of fatty acids has shown that the test should be carried out in a tube of 26-30 mm. diameter, as a tube of 14 mm. in diameter gives results about 0.8° too low; the presence of a trace of water may lower the result about 1°; allowing the acids to cool without stirring with the thermometer introduces an error of about -5°.—*Chimie & Industrie* Special No. 521-2 (Feb., 1929).

Cleansing compositions for removing stains from delicate fabrics are obtained by mixing a finely powdered vehicle with a softening or loosening agent. Powders specified are talc, chalk and pyrophyllite; loosening agents specified are liquid soap, turpentine, cedar, camphor, pine, rosemary and eucalyptus oils and mixtures thereof.—Brit. Pat. No. 306,119.

ALL DAVIES-YOUNG SOAPS ARE MADE UNDER LABORATORY CONTROL



**SOLD
THROUGH JOBBERS
EXCLUSIVELY**

We make a Specialty of These Soaps

**LIQUID SHAMPOO
SHAMPOO BASE SOAP
SHAMPOO PASTE
LIQUID TOILET SOAP
TOILET BASE SOAP
SURGICAL GREEN SOAP**

In addition to the soaps listed above we make many other kinds — all under laboratory control.

An exacting chemical analysis insures the uniform composition of these soaps.

We will gladly send you samples and prices of any soaps in which you are interested.

**THE DAVIES-YOUNG SOAP COMPANY
DAYTON - OHIO**

Say you saw it in SOAP!

CONTRACTS AWARDED

Colgate-Palmolive-Peet Co., Chicago, awarded 1,500 lbs. laundry soap for Maxwell Field at 5.2c; 3,000 lbs. for McClellan at same; 3,600 lbs. for Scott Field at 4.99c; 13,020 lbs. for Riley at 4.8c; 30,000 lbs. for St. Louis medical depot at 5.6c in wooden cases and 4.8c in fibre cases. Be Vier & Co., New York, awarded 2,000 cakes of white floating toilet soap for Jefferson Barracks at 6.79c; 4,000 cakes for Sill at 7.19c.

Dodge-Sweeney Co., San Francisco, awarded quantity of Ivory soap for Fort Mason at 6.6c.

Triton Supply Corp., Brooklyn, awarded 20,000 bars scouring soap for Brooklyn medical section at 4.27c.

John Rothschild & Co., San Francisco, awarded quantity of Palmolive soap for Fort Mason at 6.349c; quantity of Lux at 20.98c. Western States Grocery Co. awarded quantity of Lifebuoy soap at 5.49c.

Unity Sanitary Supply Co., New York, was recently awarded the contract for 1,480 lbs. of scouring powder for Brooklyn quartermaster at 4.5c lb. Kranich Soap Co. awarded 7,000 lbs. castile soap at 12.9c.

Armour & Co., Philadelphia, awarded 400 gals. liquid soap for Philadelphia quartermaster at 28c.

Colgate-Palmolive-Peet Co., Chicago, awarded quantity of Palmolive Soap for Fort Hoyle at 6.375c.

James S. Kirk & Co., Chicago, awarded quantity of Kirkolive soap for Sam Houston at 4c. Colgate-Palmolive-Peet Co., Chicago, awarded quantity of Cashmere bouquet soap at 14.8c. Be Vier & Co., New York, awarded quantity of Williams Shaving Soap at 21c; quantity of Pepsodent Tooth Paste at 31c; 600 cakes Ivory Soap at 7.2. W. E. Smith, Inc., San Antonio, awarded quantity of Camey Soap at 6.6c; Lifebuoy Soap at 5.6c; Gold Dust Washing Powder at 3.2c. Lambert Pharmacal Co., St. Louis, awarded quantity of Listerine toothpaste at 14.25c. John Rothschild & Co., San Francisco, awarded

quantity of Colgate's toothpaste at 15.4c; Colgate's shaving soap at 20c. Barton Mfg. Co., St. Louis, awarded quantity of russet shoe polish at 10c; black shoe polish at 26.66c.

H. M. Wagner & Co. awarded quantity of Palmolive Soap for Fort Washington at 6.4c. Colgate-Palmolive-Peet Co. awarded quantity of washing powder at 3.6c.

Uncle Sam Chemical Co., New York, awarded 700 pts. metal polish for Sam Houston at 14.9c.

Be Vier & Co., New York, awarded quantity of Woodbury soap for Washington quartermaster at 20c; quantity of shaving soap at 29c. R. L. Watkins Co., Cleveland, awarded quantity of tooth powder at 19 11/15c.

United States Soap Co., Cincinnati, awarded 600 cans scouring powder for St. Louis quartermaster at 3.6c; 100 cakes grit soap for Maxwell Field at 3.25c; 200 cakes for McClellan at same; 500 cakes for Oglethorpe at 3.2c; 700 cakes for Thomas at 3c; 500 cakes for Jefferson Barracks at 3.2c; 400 cakes for Crook at 3.3c; 400 cakes for Leavenworth at 3.3c; 1,500 cakes for Riley at 3.35c; 200 cakes for Robinson at 4c; 1,500 cakes for Russell at 4.1c; 15,000 cakes for St. Louis medical depot at 3c.

E. R. Squibb & Co., Brooklyn, awarded quantity of tooth paste for Fort Sheridan at 23c.

Armour & Co., Columbus, Ga., awarded quantity of soap powder for Fort Benning at 12.25c. Be Vier & Co., New York, awarded quantity of tooth paste at 13.5c. Colgate-Palmolive-Peet Co., Chicago, awarded quantity of shaving soap at 21c; Palmolive toilet soap at 6.375c.

Chicago Notes

(Continued from page 45)

held at the Coliseum from October 5th to the 13th. Chicago soap and cosmetic manufacturers are expected to hold prominent exhibits. The possible results of this new method of sample distribution are arousing considerable speculation.

OIL YLANG YLANG

(MADAGASCAR)



SOME years ago we introduced on the American market Oil Ylang Ylang Madagascar, an oil produced by a coterie of French distillers located in Madagascar and Nossi-be who were devoting themselves to the production of the finest oil producible.

Their determination has never faltered and they have kept pace with every technical advance in production and distillation, discarding all inferior flowers and selling under their brand only the best fraction of the oil distilled.

This oil has been and now is distributed exclusively by Ungerer & Company and should not be confused with the ordinary commercial grades of Nossi-be or Madagascar oil which have since come on the market and which are demonstrably inferior, even by a superficial test.

We are also headquarters for the finest grades of Bourbon and Manila Ylang Ylang

UNGERER & CO.

124 West 19th Street

:

New York

RECORD OF TRADE-MARKS

The following trademarks were published in the August issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Sept. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Red-Devil—This in solid letters with drawing of devil, describing soap and polish. Filed by Technical Color & Chemical Works, Brooklyn, Mar. 30, 1929. Claims use since Jan. 15, 1918.

Addit—This in solid letters describing household cleanser. Filed by Duz Co., Wilmington, May 10, 1929. Claims use since Feb. 1, 1926.

Radol—This in outline letters describing metal polish. Filed by Radol, Inc., New York, May 14, 1929. Claims use since Jan. 18, 1929.

Lexard—This in solid letters describing soap. Filed by Swift & Co., Chicago, June 11, 1929. Claims use since on or about the year 1906.

Lotan—This in solid letters describing cleaning powder. Filed by Lotan Products Co., Cleveland, June 19, 1929. Claims use since about May 1, 1929.

Vitrosol—This in broken letters describing cleanser. Filed by Diversey Mfg. Co., Chicago, June 20, 1929. Claims use since June 5, 1929.

Dukyl—This in solid letters describing insecticide. Filed by Pierce Pharmacal Co., Ericsen, Nebr., June 16, 1928. Claims use since March, 1928.

Golden Egg—This in outline letters on background of egg, describing egg shampoo. Filed by Golden Egg Laboratories, Inc., Akron, Ohio, Mar. 30, 1929. Claims use since about Jan. 1, 1929.

Grainol—This in solid letters describing insecticide. Filed by James H. Gardner, Tulsa, Okla., June 20, 1929. Claims use since May 28, 1929.

Mill-O-Cide—This in solid letters describing disinfectant. Filed by Midland Chemical Laboratories, Inc., Dubuque,

Iowa, June 20, 1929. Claims use since Jan. 17, 1929.

Iodosol—This in solid letters describing disinfectant. Filed by Iodosol, Inc., Cleveland, June 26, 1929. Claims use since on or about Feb. 26, 1929.

'Scalex'—This in solid letters describing insecticide. Filed by James Good, Inc., Philadelphia, June 28, 1929. Claims use since November, 1921.

Design showing two lions, shield and crown, describing soap. Filed by D'Orsay Perfumeries Corp., New York, Apr. 25, 1929. Claims use since 1918.

Lavoline—This in solid letters describing cleaning powder. Filed by Lavo Co. of America, Milwaukee, May 16, 1929. Claims use since Jan. 1, 1925.

Certipure—This in solid letters describing shaving creams. Filed by William A. Webster Co., Memphis, May 31, 1929. Claims use since May 16, 1929.

Lethol—This in outline letters describing insecticides. Filed by Universal Dairy Supply Corp., San Francisco, April 22, 1929. Claims use since Apr. 1, 1929.

D-L-S Dust—This in solid letters describing insecticides. Filed by Sherwin-Williams Co., Cleveland, June 19, 1929. Claims use since May 22, 1929.

Aywon—This in solid letters describing tooth paste. Filed by Jaciel Perfumers, Inc., New York, June 24, 1929. Claims use since June 4, 1929.

Fli-To-It—This in solid letters, with triangular border, describing insecticide. Filed by Fli-To-It Chemical Co., Milwaukee, July 3, 1929. Claims use since Apr. 20, 1929.

Sani-Flush—This in solid letters with drawing of woman using product, describing cleaning powder. Filed by Hygienic Products Co., Canton, Ohio, Apr. 22, 1929. Claims use since Oct. 3, 1927.

Tileze—This in solid letters describing cleansing compound. Filed by U. S. Sanitary Specialties Corp., Chicago, June 10, 1929. Claims use since Feb. 18, 1929.

Bonloh—This in solid letters describing cleaner and polish. Filed by Midland Chemical Laboratories, Inc., Dubuque, Iowa, June 14, 1929. Claims use since Aug. 1, 1928.

Soda Ash
Bicarbonate of Soda
Calcium Chloride
Caustic Soda

FOR years, Wyandotte Alkalis have been distinguished for high test and uniformity. Michigan quality is standard . . . taken for granted. Naturally we guard this reputation jealously . . . testing our products by every possible standard before shipment. It is significant that not one of our customers deems it necessary to check Wyandotte Products as closely or as thoroughly as we do.



*"Distinguished for its high test
 and uniform quality"*

MICHIGAN ALKALI COMPANY

General Sales Department

21 East 40th Street, New York City

Chicago Office: 1316 South Canal Street

Works: Wyandotte, Michigan

Say you saw it in SOAP!

Polarsudz—This in broken letters describing soap. Filed by Beach Soap Co., Lawrence, Mass., July 2, 1929. Claims use since Feb. 1, 1923.

Launtex—This in broken letters describing detergents. Filed by Cowles Detergent Co., Cleveland, July 3, 1929. Claims use since Apr. 1, 1929.

Lathrmint—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Tenn., July 6, 1929. Claims use since Nov. 6, 1928.

The Talk of the Town—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, July 6, 1929. Claims use since Oct. 19, 1928.

Positive—This in solid letters describing hand-washing powder. Filed by J. L. Harris, Atlanta, July 11, 1929. Claims use since May 22, 1929.

Mystic—This in solid letters together with drawing of masked figure, describing moth destroyer. Filed by W. A. Frost Mystic Co., St. Paul, June 20, 1928. Claims use since Mar. 1, 1928.

Louisiana Mist—This in solid letters describing insecticide. Filed by Alexandria Chemical Co., Alexandria, La., June 10, 1929. Claims use since May 14, 1929.

Viola—This in shaded letters describing insecticide. Filed by United Coffee Corp., San Francisco, July 1, 1929. Claims use since May 29, 1929.

Lucky Strike—This in solid letters describing insecticides and disinfectants. Filed by Parrott Chemical Co., New Hartford, N. Y., July 11, 1929. Claims use since June 19, 1929.

Ivory Flakes—This on reverse plate together with representation of box, describing soap flakes. Filed by Procter & Gamble Co., Cincinnati, Apr. 30, 1928. Claims use since August, 1926.

Lovely—This in solid letters describing toilet soap. Filed by Antoinette Donnelly, Ltd., Norwich, N. Y., July 5, 1928. Claims use since 1920.

Skin Beauty—This in solid letters with other designs, describing hand soap. Filed by Imre Kiraly, New York, Nov. 5, 1928. Claims use since September, 1928.

Lucky Strike—This in solid letters describing shaving cream. Filed by William A. Webster Co., Memphis, Apr. 10, 1929. Claims use since Mar. 21, 1929.

Pee't's—This in solid letters describing soap. Filed by Colgate-Palmolive-Pee't Co., Chicago, Apr. 24, 1929. Claims use since 1894.

(Continued on page 119)

New Patents

Conducted by

LANCASTER & ALLWINE

Registered Attorneys

PATENT AND TRADEMARK CAUSES
402 Ouray Building, Washington, D. C.

Complete copies of any patents or trademark registrations reported below may be obtained by sending 25c for each copy desired to Lancaster & Allwine. Any inquiries relating to Patent or Trademark Law will also be freely answered by these attorneys.

No. 1,719,865. Liquid-Soap Dispenser. Patented July 9, 1929 by Ralph De Los Albright of Pittsburgh, Pennsylvania, assignor of one-half to Charles K. Szalkay, Pittsburgh, Pennsylvania.

A liquid dispensing apparatus, comprising a casing having a closed bottom and which casing is designed to receive therein an inverted liquid containing bottle, a receptacle having an open bottom, said receptacle being fixed on one side of the casing and projecting beyond the closed bottom of said casing and having its outer wall formed with a vertical passage communicating with its open bottom, and having an upper port establishing a communication between the passage and the receptacle, said receptacle having a lower port communicating with the bottom of the casing, a spring influenced plunger in the casing normally uncovering the lower port, stop means for limiting the outward movement of the plunger and a headed operating stem for the plunger.

No. 1,720,044. Soap Dispenser. Patented July 9, 1929 by Alfred E. Holmes of Chicago, Illinois, assignor of one-half to William H. Plunkett, Chicago, Illinois.

A liquid dispenser having a casing with inlet and outlet ports, a reciprocable stem slidable within the casing for covering and uncovering the inlet port, the stem having a bypass port in the side, and a ring piston slidably mounted on the stem and slidable relatively to the casing and stem for preventing the flow of liquid through the bypass port when the stem uncovers the inlet port and for permitting the flow of liquid through the bypass port when the stem covers the inlet port.

(Continued on page 81)



**ESSENTIAL OILS
SYNTHETIC AROMATICS
COMPOUNDED PERFUME BASES**
For the Soap and Insecticide Industries

Our Line of Compounded Perfume Bases

as produced by our research department
is complete for use in

TOILET SOAPS, LAUNDRY SOAPS and INSECTICIDES

*Our experience is at your disposal; let
us wrestle with your perfume problems.*

Oil Clove	Oil Nutmeg
Oil Patchouly	Oil Sandalwood E.I.
Oil Cardamom	Oil Geranium

These absolutely pure oils will impart real
quality to any products in which they are
used.

IONONES

We carry a complete line.

VANILLIN

COUMARIN

DODGE & OLcott COMPANY

87 Fulton Street

New York City

The integrity of the house is reflected in the quality of its products

Say you saw it in SOAP!

Market Report on ESSENTIAL OILS AND AROMATICS

(As of Sept. 9, 1929)

NEW YORK.—No new features of any great importance were uncovered in the market for essential oils and aromatic chemicals during the recent period. Bergamot continued to decline in price due to excess stock on hand. Sassafras and camphor continued higher as the Japanese situation became even more stringent. Citronella Java held firm at the high point reached five weeks ago. The lavender situation did not change, and prices in this market were stable. Predictions of a small peppermint crop were seen to materialize as later reports came on from producing areas. Newer features of the market were rises in Patchouli and Rose prices which were caused by shortness of stocks abroad.

OIL BERGAMOT

Excess of stocks on hand, with absence of sufficient demand, continued to depress the

market for bergamot oil. Quotations were made as low as \$3.75 a lb., ranging up to \$4.

OIL CITRONELLA

There was still a spot shortage of citronella Java oil as the recent period closed, with every indication that the shortage might continue for some time with even higher prices. Quotations on futures are higher, with small offerings at the advanced figures. Both Java and Ceylon oil are strong in the primary markets.

OIL GERANIUM

Geranium continued very firm after its recent advance. Replacement stocks are still priced high, with no weakening tendencies yet noted. The price of geraniol has risen sympathetically.

OIL PATCHOULI

Another rise in price was noted in the market for Patchouli oil. Quotations are now \$9.50 to \$10.50 lb. in some quarters.

“PLAIMAR” OIL SANDALWOOD Australian

THE Sandalwood Oil distilled by Plaimar from selected Australian wood has a perfuming value and a fixative quality which render it extremely useful in nearly all soap and powder compositions and particularly in those in which it is desirable to create an enduring rose note.

Packed in 7 lb tins, eight to the case

SOLD THROUGH ALL JOBBERS

The Imperial Export Co., Inc., Agents
15 Moore Street, New York

COMplete satisfaction from a well considered purchase suggests buying from first hands, drawing supplies from primary sources.

OIL GERANIUM ROSE BOURBON

OIL GERANIUM ROSE AFRIQUE

OIL BOIS DE ROSE CAYENNE

OIL ASPIC LAVANDE

(SPANISH SPIKE LAVENDER)

SOAP COLORS—

DRUCO GREEN, fast to boiling on alkali, fast to sunlight; the one color for which such claims can be made.

A. C. Drury & Co., Importers

CHEMICALS - ESSENTIAL OILS - SYNTHETICS - BOQUETS - TALC - CLAY - WAX

106 East Austin Avenue, Chicago, Illinois

Linalyl Acetate

Terpinyl Acetate

Geranyl Acetate

True to test - - True to odor

We shall be pleased to submit samples and quotations on request. Stocks available in New York.

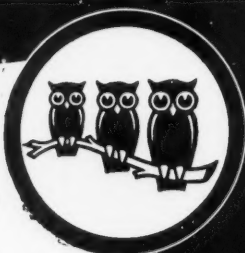
P. R. DREYER INC.

26 CLIFF STREET - - - - - NEW YORK

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OIL PEPPERMINT

In spite of the fact that the crop of peppermint is sure to be considerably less than it was last year, it is unlikely that prices will be sharply advanced, due to the large carry-over from last year.

OIL ROSE

Stocks of this oil are very small abroad, with the result that quotations have advanced both here and abroad. The situation abroad is described as very firm.

OIL SASSAFRAS

Further advances were made in the prices of camphor sassy, white camphor and synthetic menthol during the recent period, as less and less material is coming in from Japan.

F. C. Theile, vice-president of P. R. Dreyer, Inc., New York, recently returned to his desk after a vacation trip of several weeks. Mr. Theile motored through the Pocono Mountains in Pennsylvania.

It is reported that a number of the leading American perfume manufacturers may combine to acquire control of five leading French producers of natural flower oils. Such a move

would involve a large sum of money, and would gain for the American houses several of the finest sources of supply in the world, and a knowledge of many of the secrets of the industry known by the French.

Lavender Crop Normal

With the 1929 distillation of lavender oil completed, it has been determined that the production is normal and the oil of good quality, according to advices received by Ungerer & Co., New York, from the producing districts. Due to a temporary quiet demand for new crop oil, the market tends toward shading of prices by some of the weaker holders. Any sustained interest by buyers may give the market a firmer tone and Ungerer is of the opinion that the consumer will not make any mistake in covering at current levels. As stated previously, no drastic price change in either direction was expected, and cable quotations indicate that business can be placed at slightly lower levels than a year ago.

Cyona Co., Ltd., soap makers, Aston, Berkshire, England, plan to build a new soap factory at Didcot, near Oxford, where they have recently acquired property.

PERFUME OILS FOR SOAP

If you are interested in trying new odors for your soaps, liquid soaps, etc., write us for free samples of our various soap perfume oils, such as

CHYPRE SAVON F

A very popular odor, stable and extremely lasting, at \$3.50 per pound.

BENJ. FRENCH, INC.
160 FIFTH AVENUE - - - NEW YORK

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Descollonges Freres
Lyon, France

Agents for
Pilar Freres
Grasse, France

CHICAGO REPRESENTATIVE
A. S. La Zoris, 208 North Wabash Avenue

"COLUMBIA BRAND"

Caustic Soda

Solid - Flake
Ground - Liquid



Soda Ash

Light - Dense

Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

Quality -- Service

Address all communications to

THE ISAAC WINKLER & BRO. CO.

Sole Agents

FIRST NATIONAL BANK BLDG.
CINCINNATI, OHIO

50 BROAD STREET
NEW YORK

Say you saw it in SOAP!

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of Sept. 9, 1929)

NEW YORK.—The market for soap and disinfectant chemicals exhibited firmer features during the recent period. With the close of the dull season it became apparent that a more active market would pick up where it left off several months back. Alkali shipments were better than had been expected, with every indication that the volume of business would hold up well through the fall season. Phenol continued to be very short, with demands from users still unfilled. Rosin prices advanced again, with domestic and export business continuing very good. Glycerin was practically unchanged, but should advance shortly with the more active season coming on.

ALKALIS

Resumption of full time activity in the various consuming channels raised the volume of alkali shipments to the levels which were

set earlier this year. The fall outlook is favorable and suppliers should again be favorably situated when the contract season arrives.

COAL TAR PRODUCTS

As the newly expanded bakelite industry continued to demand increasing quantities of phenol, the shortage was still as acute as ever with spot prices ranging up to 24c lb. for less carload shipments, when obtainable. Other coal tar products were unchanged in price.

GLYCERIN

C. P. Glycerin declined again, closing at 13½c to 13¾c lb., and is now priced so low that it cannot profitably be sold lower unless crude prices decline. An upward movement is now expected, as the fall season comes on, bringing with it an increased use of glycerin for anti-freeze purposes.

ROSIN

A good volume of business was again done in the rosins during the recent period, with

THE NEWPORT PRODUCTS

*for
soap
makers*

TETRALIN and HEXALIN

**Hydrogenated Coal Tar Bases with
High Boiling Points and
Better Dissolving Properties**

for oils, waxes, greases and fats than the solvents commonly used—therefore they are ideal for incorporation with Soaps and Detergents destined to be used in textile processing.



**The Newport Chemical Works, Inc.
Passaic, New Jersey**

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

"Paradi"

Trade Mark Reg. U. S. Pat. Off. 161837

Paradichlorobenzene

HOOKER Paradichlorobenzene is specially prepared for use in the manufacture of Moth Preventives and Deodorizing Products. It is available for immediate shipment in 50, 100, or 200 pound barrels.

Other Chemicals manufactured by

HOOKEE ELECTROCHEMICAL COMPANY

Caustic Soda—Liquid Chlorine—Bleaching Powder—Muriatic Acid—
Monochlorobenzene—Benzoate of Soda—Benzoic Acid—Benzoyl
Chloride—Benzyl Alcohol—Antimony Trichloride—Ferric Chloride—
Sulphur Monochloride—Sulphur Dichloride—Sulphuryl Chloride—Salt.

HOOKEE ELECTROCHEMICAL CO.

Eastern
Sales Office:
25 Pine Street, New York
Plant:
Niagara Falls, N. Y.



Western
Sales Office:
Tacoma, Washington
Plant:
Tacoma, Washington

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price advances all along the line. Both domestic and foreign consumers bought good amounts of material, and, in spite of increased arrivals at distributing points, stocks there were depleted at the close of the period due to increased shipments. The closing schedule was: B, \$8.85; H, \$9.10; K, \$9.15; N, \$9.20; WG, \$9.30; WW, \$9.50; wood works, \$7.00.

MISCELLANEOUS

Imported menthol cases were again quoted lower, at \$4.85 to \$5.10 lb., as the recent shortage is being taken care of. Insect powder declined in price due to the arrival of lower grade lots, and was quoted at 34c to 36c lb.

Imports of crude glycerin into United States during the month of May, 1929, totaled 1,581,798 lbs., worth \$88,671, with 642,959 lbs. of this material coming from France at a price of \$36.276. Refined glycerin to the amount of 1,142,997 lbs., worth \$100,102, was also brought into the country, Germany supplying 663,416 lbs. at a price of \$54.882.

Nicaragua recently raised its tariff duties on soap and candles to give protection to domestic manufacturers of these articles who claimed that they were unable to meet foreign competition. Raw materials will continue to be admitted free of duty.

The final hearing on the proposed complete revision of the I. C. C. regulations for the transportation of explosives and chemicals and specifications for shipping containers, will be held in Hotel Traymore, Atlantic City, N. J., Sept. 17, before W. P. Bartel, I. C. C. The last general revision was made in 1923, but since that time numerous amendments have been issued. The amendments and further changes will be considered on Sept. 17. Attending parties who wish to address the hearing are requested to advise the Bureau of Explosives, American Railway Assn.

A firm condition in foreign drug markets was reported by S. B. Penick, head of S. B. Penick & Co., botanical drugs, New York, who recently returned from Europe after a two months' visit.

Procter & Gamble Co., Cincinnati, announce the election of Frank E. Goodlander as a director to represent employee interests.

A classified advertisement too late for inclusion in regular department follows: Chemist wanted in Middle-West, one familiar with Coal Tar Creosotes and soap-making preferred. State experience and salary required. Box No. 430.

**When You Need
TRI SODIUM PHOSPHATE**

and your Production Manager phones up to your purchasing department to "Rush that requisition for T.S.P. — we're nearly out!" — just wire our nearest branch and we will ship immediately — whether it's a bag, barrel or carload. With ample stocks in our 19 branches and warehouses all over the country, we can give you **SERVICE** and the quality is always the highest, of course — **Grasselli Grade**.

THE GRASSELLI CHEMICAL CO.
Established 1839

Branches and Warehouses:

Albany	Cincinnati	New York
Birmingham	Detroit	Paterson
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Brooklyn	Newark	Pittsburgh
Charlotte	New Haven	San Francisco
Chicago	New Orleans	St. Louis
		St. Paul

GRASSELLI GRADE *A Standard Held High for 90 Years*

GRASSELLI CHEMICALS CO.
TRI SODIUM PHOSPHATE
PURE COLORS
PIGMENTS

PALM OIL

All Grades in Bulk, Tank Cars, Drums, Casks,
Barrels. Direct Importations from

WEST AFRICA

SUMATRA

MALAY

PALM KERNEL OIL

Crushed and Extracted

PEANUT OIL

LINSEED OIL

SESAME OIL

SUN FLOWER OIL

RAPESEED OIL

SHEANUT OIL

RICE OIL

SOYA OIL

COTTON OIL

CASTOR OIL

Deliveries in All Positions

Bulk, Tank Cars, Packages

THE UNITED AFRICA CO. INC.

205 EAST 42nd ST., NEW YORK CITY

Say you saw it in SOAP!

Market Report on TALLOW, GREASES AND OILS

(As of Sept. 9, 1929)

NEW YORK.—After the flurry of rising prices last period, the market for oils, fats and greases quieted down, with numerous price declines. A number of purchases were made on the rising market, thus removing demand from the field, and creating the present lull. Coconut oil was lower here and on the Coast. Palm oil was also quoted lower as demand failed to assert itself. Anticipation of a good crop depressed the price of olive oil. The market was not, however, without its bullish tendencies. Corn oil advanced considerably as offerings were lighter. Grease, lard, and tallow were firm at previous or higher quotations. Linseed oil prices rose sharply as unofficial estimates continued to cut the size of the flaxseed crop. Lard oil and oleo oil were also quoted higher. Red oil and stearic acid were both quoted higher as raw material prices continued firm.

COCONUT OIL

After its recent spectacular advance in price, coconut oil reversed its position, and was quoted lower at the close of this period. Users held off from the market, awaiting further developments in producing areas.

CORN OIL

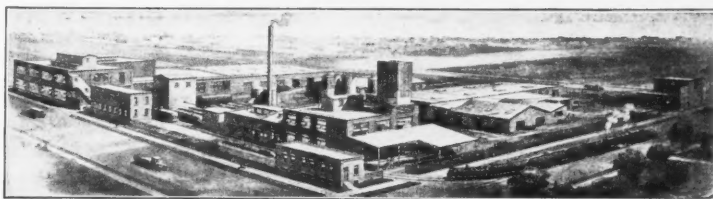
With lighter offerings and a good inquiry, corn oil prices rose during the period. Sales at the mill in tanks were reported at 8c to 8½c lb.

COTTONSEED OIL

The cottonseed oil market continued quiet with price changes confined within narrow limits. Several small changes in price were noted within the period, but closing prices were about the same as at the close of last period. Crop reports continued to mix news of a favorable and unfavorable character.

VEGETABLE OILS

Buy Direct from the Producer!



OVER FIFTY YEARS' EXPERIENCE

ESTABLISHED 1876

Corn Oil—Peanut Oil—Cottonseed Oil

Coconut Oil—Fatty Acids

C. F. SIMONIN'S SONS, Inc.

Manufacturers and Refiners

PHILADELPHIA

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Cable Address "Freyhorgan"

Vegetable Oils - Tallow - Greases

Coconut Oil

Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

DIAMOND "G"

Cochin and Ceylon Grade COCOANUT OILS

PRESSED FROM THE CHOICEST SELECTED
PHILIPPINE COPRA AT OUR OWN
CRUSHING PLANT ON THE PACIFIC COAST.

DIAMOND "G" COCOANUT OILS ARE PRO-
CESSED especially for Soapmakers and meet the most
exacting specifications.

Refined Soft Soap Oil

Corn Oil No. 2

Corn Oil Fatty Acid

Edible Coconut Oil

Cochin Type Coconut Oil

White Ceylon Grade Coconut Oil

Coconut Oil Fatty Acid

Soya Bean Oil Fatty Acid

Refined Palm Kernel Oil

Palm Kernel Oil

Mustardseed Oil

Peanut Oil Fatty Acid

Cottonseed Oil

Diamond "G" Bleached Beeswax

Purit Decolorizing Carbon

English China Clay "AA" Grade Bolted

THE GLIDDEN FOOD PRODUCTS CO.

Vegetable Oil Refiners

2670 Elston Ave., Chicago, Ill.

Armitage 1690

A. E. Starkie

220 - 36th St., Brooklyn, N. Y.

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J. Ch. Demetrius

WELCH, HOLME & CLARK CO., Inc.

Established 1838

563 Greenwich Street, New York City

CHEMICALS

CAUSTIC SODA

SODA ASH

SAL SODA

BATH POWDER SODA

CAUSTIC POTASH

CARBONATE POTASH

FATTY ACIDS

VEGETABLE OILS

OLIVE OIL

OLIVE OIL FOOTS

COTTONSEED OIL

SOYA BEAN OIL

SESAME OIL

PALM OIL

PALM KERNEL OIL

COCOANUT OIL

RAPESEED OIL

Say you saw it in SOAP!

GREASE AND LARD

Grease and lard continued firm with short advances in some items. Sales were reported in moderate volume for domestic use. Foreign demand was unimportant after its recent strong entrance into the market last period.

LINSEED OIL

As unofficial reports continued to revise downward the size of the expected flaxseed crop, flaxseed prices rose, carrying with them the prices on linseed oil. Seed crushers advanced their oil prices 4/5c lb. during the period.

OLIVE OIL AND OLIVE OIL FOOTS

After its recent recovery olive oil was again priced lower, as were olive oil foots. Crop reports from abroad anticipate a good yield, with this factor exerting a bearish effect on the market. Commercial oil was priced at \$1.05 to \$1.15 gal.

PALM AND PALM KERNEL OIL

Domestic users of palm oil failed to exert a demand for this product, causing a drop in price quotations, despite the fact that offerings are light. Palm kernel was quiet and unchanged in price.

RED OIL AND STEARIC ACID

With raw material prices still at their advanced levels, quotations on red oil and stearic acid were advanced slightly during the period. Demand continued good, and sales were reported in fair volume.

C. M. Zeppos, president of John B. Dewsnap & Co., Long Island City, N. Y., was killed by a motor bus, August 26, while crossing Hillside Ave., Jamaica. He had been treasurer of the company until three years ago when at the death of J. B. Dewsnap he assumed the presidency. The business will be continued with Mr. Zeppos' son-in-law, R. Schmidt, as president. The other officers of the corporation are E. J. Emmer, treasurer and M. V. Morrison, secretary. Mr. Zeppos is survived by his widow and a daughter Helen. The firm has been one of the leading factors in the importation of commercial olive oil for the past thirty years, and has manufactured pure olive oil textile soaps for the past fifteen years.

Henry Poole, 28 years with Lever Bros., Ltd., Port Sunlight, England, died on July 23, according to *British Soap Manufacturer*.

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with merit proven by years of service.

Especially designed for

Auto Soaps	Disinfectants
Mechanics Soaps	Liquid Soaps
Polishing Pastes	Shampoo Bases

and all other soft and specialty soaps.

Stacking Drums
Bring Satisfaction
GAUGES:
22—24 or 26



5 Gal. Oil Can



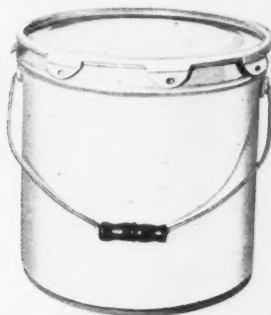
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50 Lb. Grease Pail



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CAUSTIC POTASH

IT is a known fact that Caustic Potash is difficult to produce in a pure state. Much more so, in fact, than is the case with Caustic Soda. Yet Niagara Caustic Potash is outstanding in excellence . . . always.

That is to be expected, for Niagara Alkali was the first in this country to manufacture this essential to soap-making. Today, Niagara is the highest grade of Potash obtainable here or abroad.

The many years of close, expert attention we have given to the development of high quality Caustic Potash . . . and Caustic Soda . . . is your assurance of satisfaction.

NIAGARA ALKALI COMPANY

Associated with Electro Bleaching Gas Co.
 Pioneer Manufacturer of Liquid Chlorine

JOSEPH TURNER & CO.
Sales Agents for Caustic Soda and Bleach
 19 Cedar Street, New York



Say you saw it in SOAP!

CURRENT PRICE QUOTATIONS

Chemicals

Acetone, C. P. drums	lb.	.15	.17	Lanolin, see Adeps Lanae.			
Acid, Boric, bbls., 97%	lb.	.05%	.06%	Lime, live, bbls.per bbl.	1.70	2.20	
Cresylic, 97%, dk., drums	gal.	.58	.70	Menthol, cases	lb.	4.85	5.10
97-99%, pale drums	gal.	.65	.78	Synthetic, tins	lb.	3.00	3.75
Formic, 85%, tech.	lb.	.11	.12	Mercury Bichloride, kegs	lb.	1.65	1.80
Oxalic, bbls.	lb.	.11	.11½	Naphthalene, ref. flakes, bbls.	lb.	.04½	.05½
Salicylic, tech.	lb.	.37	.42	Nitrobenzene (Mylbane) drums.	lb.	.09½	.11
Adeps Lanae, hydrous, bbls.	lb.	.14½	.15	Paradichlorobenzene, bbls.	lb.	.17	.18
Anhydrous, bbls.	lb.	.15½	.16	Paraformaldehyde, kegs	lb.	.45	.47½
Alcohol, Ethyl, U. S. P., bbls.gal.	2.67	2.80		Petrolatum, bbls. (as to color)....	lb.	.027½	.08½
Complete Denat., No. 5, drums, ex.gal.	.50	.58		Phenol, (Carbolic Acid), drums....	lb.	.20	.22
Alum, potash, lump, lb.03½	.03½		Pine Oil, bbls.	gal.	.67	.72
Ammonia Water, 26° drums wks.	lb.	.03	.03½	Potash, Caustic, drums	lb.	.07½	.07%
Ammonium Carbonate, tech., bbls.	lb.	.08½	.13	Flake	lb.	.07½	.09
Bay Rum, Porto Rico, denat., bbls.gal.	.80	.85		Potassium Bichromate, casks.	lb.	.09	.09%
St. Thomas, bbls.	gal.	.70	.75	Pumice Stone, powd.100 lb.	2.50	4.00	
Domestic, bbls.	lb.	1.15	1.30	Rosins (600 lb. bbls. gross for net) —			
Benzaldehyde, U. S. P.	lb.	.60	.65	Grade B to H, basis 280 lb.	bbl.	8.85	9.10
Technical	lb.	2.00	2.60	Grade K to N	bbl.	9.15	9.20
Bleaching, Powder, drums.100 lb.		.02%	.03½	Grade WG and WW	bbl.	9.30	9.50
Borax, pd., cryst., bbls., kgs.	lb.	—	.06½	Wood, works	bbls.	—	7.00
Carbon Tetrachloride, car lots	lb.	.06½	.10	Rotten Stone, powd., bbls.	lb.	.02½	.04½
Caustic, see Soda Caustic, Potash Caustic	ton	10.00	25.00	Silica, Ref., floated	ton	22.00	30.00
China Clay, filldr	ton	.14	.17	Soap, Mottled 40 lb. box	lb.	.15	—
Cresol, U. S. P., drums	gal.	.13	.16	Powdered White, U. S. P.	lb.	.29	.30
Cresote Oil, tanks	lb.	.09½	.10	Green, U. S. P.	lb.	.06%	.07
Formaldehyde, bbls.	ton	15.00	30.00	Whale Oil, bbls.	lb.	.04	.05½
Fullers Earth	ton	.13½	.13½	Soda Ash, Contract, wks., bags, bbls.,	100 lb.	1.34½	1.57½
Glycerin, C. P., drums	lb.	.10½	.11	Five bbls., up, local	100 lb.	2.29	2.44
Dynamite, drums	lb.	.07½	.08	Soda Caustic, Cont., wks., sld.	100 lb.	2.90	—
Saponification, tanks	lb.	.06½	.07	Five drums up, solid, local.	100 lb.	3.76	3.91
Soaps, Lye, tanks	lb.	—	.60	Five drums up, grnd. flk.	100 lb.	4.16	4.31
Hexalin, drums	ton	30.00	60.00	Soda Sal, bbls.	100 lb.	.90	1.15
Kieselguhr, bags	ton			Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
				Sodium Bifluoride	lb.	.17½	.19
				Sodium Chloride (Salt)	ton	15.00	20.00

Industrial Chemicals

... for soaps and cleaners

Caustic Soda

High grade electrolytic in solid
or liquid form.

Carbon Tetrachloride

Redistilled—water white—supplied
also in combination with other solvents
to meet individual requirements.



Tri Sodium Phosphate

Fine granular and powdered. Free flowing
and non-caking.

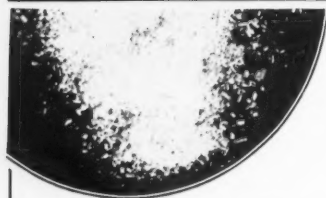


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Tri Sodium Phosphate

Is the Favorite Ingredient of Household, Laundry and Commercial Cleansers

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2. Because it is almost instantly soluble.
3. The pure white crystals of Victor T.S.P. make up into exceedingly attractive packaged goods.
4. Victor T.S.P. is packed in bags, barrels, and kegs and carried in stock at 14 conveniently located shipping points. Quick shipments to all parts of the country.

All in all Victor T.S.P. makes the most efficient cleansing compound known to modern science. It will clean everything from metal and porcelain to finest glassware, fabric and linen or to the dirtiest garage floor.

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Decolorizing Carbon for Refining Glycerine

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Our Technical Staff will tell you about it. They're always glad to help you . . . always ready to do whatever they can in eliminating difficulties that may arise at your plant.



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Sodium Fluoride, bbls.lb.	.08½	.10
Sodium Hydrosulphite, bbls.lb.	.23	.27
Sodium Phosphate, bbls.lb.	.03-9/10	.04½
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drum, 100 lb.	.70	.80
Drums, 60 deg., wks.100 lb.	1.65	—
In tanks, 10c less per hundred works.		
Tar Acid Oils, 15-25%gal.	.26	.30
Zinc Oxide, lead freelb.	.06½	.07
Zinc Stearate, bbls.lb.	.21	.26

Oils—Fats—Greases

Castor, No. 1, bbls.lb.	.13¼	.13½
No. 3, bbls.lb.	.12¾	.13
Coconut, tanks, N. Y.lb.	.06¾	.06¾
Tanks, Coastlb.	.06¾	.06½
Fatty acids, mill, tankslb.	.10½	.10¾
Cod, Newfoundland, bbls.gal.	.61	.62
Copra, bags, Coastlb.	.04¼	—
Corn, tank, millslb.	.08	.08½
Bbls., N. Y.lb.	.09½	Nom.
Fatty acidlb.	.08¾	Nom.
Cottonseed, crude, tanks, mill....lb.	—	Nom.
PSYlb.	.09¼	.09½
Fatty Acids, mill, bbls.lb.	.09	Nom.
Degras, Amer., bbls.lb.	.04¼	.05½
English, bbls.lb.	.05	.05¼
German, bbls.lb.	.03½	.04
Neutral, bbls.lb.	.07¾	.09½
Greases, choice white, bbls., N. Y....lb.	.08½	.10
Yellowlb.	.07	.07½
Brownlb.	.06¾	.07
Houselb.	.07	.07½
Lard, prime, steam, tierces....lb.	.12¼	—
Compound tierceslb.	.11¼	.11½
Lard Oil, edible primelb.	.15¼	—
Extra, bbls.lb.	.12½	—

Extra, No. 1 bbls.lb.	.12	—
No. 2, bbls.lb.	.11½	—
Linseed, raw, bbls., spotlb.	13.90	14.70
Tanks, rawlb.	—	13.10
Boiled, 5 bbls, lotslb.	—	15.10
Menhaden, Crude, tanks, Balt....gal.	—	.46
Light pressed, bbls.gal.	.67	.70
Yellow, bleached, bbls.lb.	.69	.72
Extra bleached, bbls.lb.	.72	.75
Oleo Oil, No. 1, bbls., N. Y.lb.	.11	—
No. 2, bbls., N. Y.lb.	.10¼	—
No. 3, bbls., N. Y.lb.	.10	—
Olive, denatured, bbls., N. Y.gal.	1.05	1.15
Shipmentsgal.	1.05	—
Foots, bbls., N. Y.lb.	.09	.09½
Shipmentslb.	.09	—
Palm, Lagos, casks spotlb.	.07½	.07¾
Shipmentslb.	.07¾	.07½
Niger casks, spotlb.	.07¾	.07½
Shipmentslb.	.07¼	—
Palm Kernel, pkgs.lb.	.08¾	.08½
Tank carslb.	.07¾	.07½
Peanut, refined, bbls., N. Y.lb.	.13¼	Nom.
Crude, bbls., N. Y.lb.	.11½	Nom.
Red Oil, distilled, bbls.lb.	.10½	.11½
Saponified, bbls.lb.	.10½	.11½
Tankslb.	.09¾	—
Soya Bean, crude tks., Pac. Coast....lb.	.09½	—
Crude, bbls., N. Y.lb.	.11	.11¼
Refined, bbls., N. Y.lb.	.13¼	.13½
Stearic Acid		
Double Pressedlb.	.15½	.16
Triple Pressed, bgs.lb.	.18	.18½
Stearine, oleo, bbls.lb.	.10¾	.11
Tallow, fancy, f. o. b. plant....lb.	.09	.09¼
City, ex. loose, f. o. b. plant....lb.	.07¾	—
Tallow oils, acidless, tanks, N. Y....lb.	—	.10½
Bbls., c/1, N. Y.lb.	—	.10¾
Whale, nat. winter bbls., N. Y....lb.	—	.78
Blehd., winter, bbls., N. Y....gal.	—	.80
Extra blehd., bbls., N. Y.gal.	—	.82

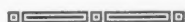
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Caustic Soda

"STAUFFER BRAND" Caustic Soda can be supplied either solid or liquid, in drums or tank cars. It is uniform, pure and worth while using in your soap products. Send your next Caustic Soda inquiry to us.

also makers of Carbon Tetrachloride for cleaners

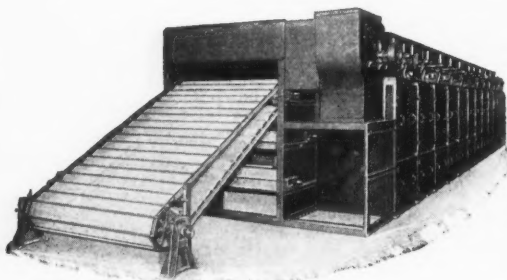


STAUFFER CHEMICAL COMPANY

Plants
Niagara Falls, N. Y.
Los Angeles, Cal.

Office
420 Lexington Ave.
New York City

On Drying Soap ~



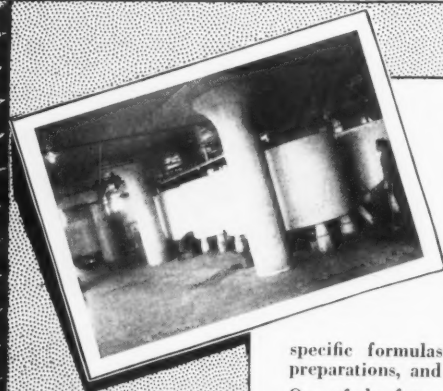
NEXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive

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STORAGE tanks for refined edible oils with ample capacity for large quantities, are an essential part of the production of Powco Neutral Soaps for tooth pastes and toilet preparations, and for Powco Concentrated Shaving Cream Base.

Because here the edible oils are inspected daily, as a safeguard against impurities and rancidity. Here they are kept, in ample stock, enabling immediate production for any of the

specific formulas so necessary for tooth pastes, toilet preparations, and shaving creams.

One of the few manufacturers (making the widest range) of White and Cream Neutral Soaps—flake, granulated, and powdered—our control, beginning with the purchase and inspection of pure edible oils, guarantees you a uniformly fine product . . . prepared for your specific needs.

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Cade
Caju
Cala
Cam
W
Can
Re
Car
Cass
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Ceda
Ceda
Citr
Citr
Clov
Copa
Euc
Fenn
Gera
Bo
Hem
Lave
Sp
Lem
Lem
Lina
Nero
Nutr
Oran
Ita
Dis
Orig
Patch
Penn
Imp
Pepp
Rec
Pett
Pine
Pinu
Rose
Bul
Art
Roser
Tec
Sanda
W.
Sassa
Art
Spea
Thym
Wh
Tec
Vett
Jav
Ylang

Essential Oils

Almond, Bitter, U. S. P.lb.	2.75	3.00
Bitter, F. F. P. A.lb.	2.90	3.75
Sweet, canslb.	.72	.76
Apricot, Kernel, canslb.	.42	.44
Anise, canslb.	—	—
U. S. P. canslb.	.68	.70
Bay, tinslb.	2.35	2.55
Bergamot, copperslb.	3.75	4.00
Artificiallb.	2.00	3.25
Birch Tar, rect., bot.lb.	.40	.45
Crude, tinslb.	.11	.14
Bois de Rose, Brazilianlb.	1.50	1.60
Cayennelb.	2.00	2.35
Cade, canslb.	.25	.26
Cajuput, native, tinslb.	.80	.83
Calamus, bot.lb.	3.25	3.50
Camphor, Sassy, drumslb.	.32	.34
White, drumslb.	.37	.39
Cananga, native, tinslb.	2.90	3.00
Rectified, tinslb.	3.65	3.85
Caraway Seedlb.	1.85	1.95
Cassia, 80-85%lb.	—	—
Redistilled, U. S. P., canslb.	1.55	1.60
Cedar Leaf, tinslb.	1.00	1.10
Cedar Wood, light, drumslb.	.26	.28
Citronella, Java, drumslb.	.68	.72
Citronella, Ceylon, drumslb.	.48	.49
Cloves, U. S. P., canslb.	2.35	2.50
Copaibalb.	.60	.70
Eucalyptus, Austl., U. S. P., cans—lb.	.55	.58
Fennel, U. S. P., tinslb.	.80	.90
Geranium, African, canslb.	5.00	5.50
Bourbon, tinslb.	5.00	5.25
Hemlock, tinslb.	1.00	1.10
Lavender, U. S. P., tinslb.	2.75	5.00
Spike, Spanish, canslb.	.90	1.10
Lemon, Ital., U. S. P.lb.	3.70	3.80
Lemongrass, native, canslb.	.75	.80
Linaloe, Mex., caseslb.	2.50	2.60
Neroli, Artificiallb.	10.00	20.00
Nutmeg, U. S. P., tinslb.	1.80	1.90
Orange, Sweet, W. Ind., tinslb.	5.10	5.50
Italian, cop.lb.	4.90	5.10
Distilledlb.	3.15	3.35
Origanum, cans tech.lb.	.25	.30
Patchoulilb.	9.50	10.50
Pennyroyal, dom.lb.	1.80	2.00
Importedlb.	1.20	1.30
Peppermint, nat. caseslb.	3.25	3.35
Redis., U. C. P., caseslb.	3.50	3.65
Petit Grain, S. A., tinslb.	1.90	1.95
Pine Needle, Siberianlb.	.65	.70
Pinus Pumillo, U. S. P.lb.	2.50	2.85
Rose, Frenchoz.	13.00	14.00
Bulgarianoz.	14.00	17.00
Artificialoz.	2.00	2.75
Rosemary, U. S. P., drumslb.	.44	.50
Tech., lb. tinslb.	.30	.35
Sandalwood, E. Ind., U. S. P.lb.	8.00	8.25
W. Indian (Amyris)lb.	2.45	2.50
Sassafras, U. S. P.lb.	.80	1.10
Artificiallb.	.40	.42
Spearmint, U. S. P.lb.	4.10	4.20
Thyme, red, U. S. P.lb.	.72	.85
White, U. S. P.lb.	.82	.84
Tech.lb.	.60	.70
Vetivert, Bourbonlb.	6.00	9.00
Javalb.	20.00	22.00
Ylang Ylang, Bourbonlb.	9.00	12.00



Soapmakers ~

CLARITY

**is an outstanding
characteristic of**

Standard Grade

**Silicate
of Soda**

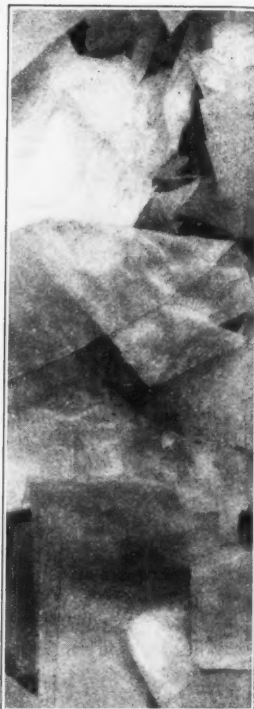
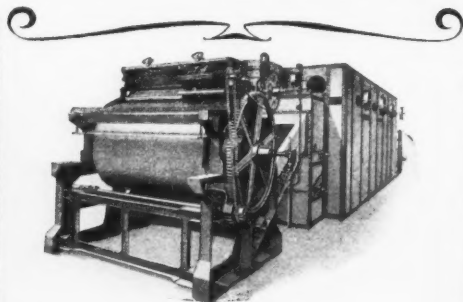
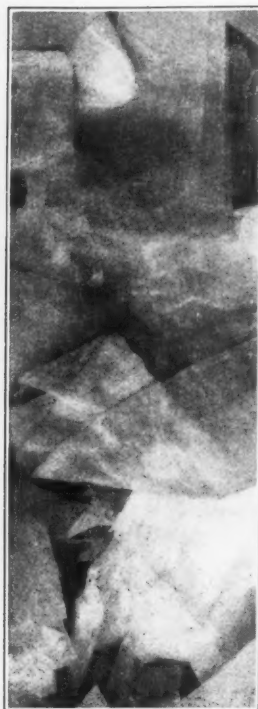
**Your choice of it
will prove to be a
wise one.**

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THIN CHIPS!

This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

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SUPERIOR TO CARNAUBA WAXES

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HARDNESS, UNIFORMITY AND PURITY
SUPERIOR OIL-BINDING PROPERTY
LIGHT SHADE — EXCELLENT LUSTRE

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Heli
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Hydr
Indol
Ionon
Iso-E
Lina
Lina
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Meth
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Mirb
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Aromatic Chemicals

Acetophenone, C. P.lb.	3.00	3.75
Amyl Cinnamic Aldehydelb.	6.00	12.00
Anethollb.	1.20	1.50
Benzaldehyde, tech.lb.	.60	.65
F. F. C.lb.	1.30	1.40
Benzyl Acetatelb.	.95	1.25
Alcohollb.	1.25	1.35
Citrallb.	2.75	4.00
Citronellallb.	2.75	4.00
Citronellollb.	3.50	5.00
Citronellyl Acetatelb.	13.00	14.00
Coumarinlb.	3.40	4.00
Diphenyl oxidelb.	.90	1.15
Eucalyptol U. S. P.lb.	1.00	1.05
Eugenol, U. S. P.lb.	3.75	3.85
Geraniol, Domesticlb.	1.75	2.50
Importedlb.	2.25	3.00
Geranyl Acetatelb.	2.50	3.00
Heliotropin, dom.lb.	1.90	2.00
Importedlb.	2.35	2.60
Hydroxycitronellallb.	5.50	6.00
Indol, CPoz.	6.00	6.50
Iononelb.	5.00	10.00
Iso-Eugenollb.	4.75	5.00
Linaloollb.	3.25	5.00
Linalyl Acetatelb.	4.25	7.50
Menthollb.	4.90	5.25
Methyl Acetophenonelb.	3.75	4.25
Anthranilatelb.	2.25	2.40
Paracresollb.	8.00	9.00
Salicylate, U. S. P.lb.	.40	.43
Mirbane, rect.lb.	.10	.12
Musk Ambrettelb.	6.50	7.00
Ketonelb.	7.50	8.00
Xylenelb.	2.15	2.75

Phenylacetaldehydelb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot.lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.lb.	4.50	6.50
Rhodinollb.	12.00	18.00
Safrollb.	.44	.46
Terpineol, CP, 1,000 lb. drs.lb.	.34	.36
Canslb.	.36	.38
Terpinyl Acetate, 25 lb. canslb.	.90	1.15
Thymol, U. S. P.lb.	2.20	2.40
Vanillin, U. S. P.lb.	6.25	7.00
Yara Yaralb.	1.50	2.50

Miscellaneous

Insect Powder, bbls.lb.	.34	.36
Concentrated Extractgal.	2.30	2.40
Gums—		
Arabic, Amb. Sts.lb.	.19	.20
White, powderedlb.	.23	.28
Karayalb.	.12	.30
Tragacanth, Aleppo, No. 1lb.	1.28	1.40
Sortslb.	.50	—
Turkish, No. 1lb.	1.00	—
Pine Oil, stm. dist.gal.	.67	.69
Tar Oil, bbls. dist.gal.	.50	.52
Commercial Gradegal.	.42	.44
Waxes—		
Bayberry, bgs.lb.	.28	.30
Bees, whitelb.	.50	.55
African, bgs.lb.	.34	.35
Refined, yel.lb.	.41	.45
Candelilla, bgs.lb.	.23	.24
Carnauba, No. 1lb.	.36	.40
No. 2, Yel.lb.	.30	.34
No. 3, Chalkylb.	.25	.26½
Japan, caseslb.	.16	.17
Paraffin, ref. 125-130lb.	.04½	.05½

TERPINEOL, C. P.

Water white — Fine odor — Especially for
Soaps, Fly Sprays, Deodorizing Blocks, etc.

Menthol, Synthetic

Fine Natural Odor — White Crystals
— For lower cost in mentholating shaving
creams, shampoos, soaps, etc.

Thymol, U. S. P.

Pure white crystals for tooth paste, de-
odorants, mouth washes, etc.

PRODUCTS OF

Schering-Kahlbaum, A. G., Berlin

SCHERING CORPORATION

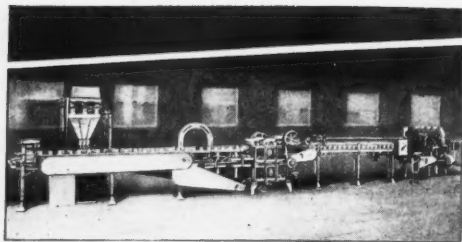
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*Your Package Size Determines the
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JOHNSON Automatic Wax Wrappers are now designed and built in four models to wrap your specific package. Each model may be adjusted within reasonable ranges to varying dimensions.

This enables us to furnish a machine with adjustments for various sizes, yet so simple that it operates on any size with the efficiency of a single-purpose machine.

Upon advice of your size of package we will give you complete information, details and price for the specific machine to wrap your package.

Johnson Automatic Sealer Co.

Battle Creek, Mich., U. S. A.

New York, 30 Church St., Chicago, 228 N. La Salle St.



JOHNSON AUTOMATIC SEALER Co., Battle Creek, Mich.

☐ Without obligation, please send experienced Packaging Engineer. 7-29S.

☐ Send Catalog.

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Address

City State



"N" Brand Silicate — a tradition

Sixty-three years is a long time you will agree. The archives of Quartz Quality Silicate contain bills of lading dated as far back as 1866 for "N" Brand Silicate in lots of two to ten tierces, as barrels were then called. The shipments were to soap makers, well known in our present generation. Today they still buy "N" Brand but modern production requires 10,000 gallon tank cars instead of tierces.

From generation to generation through the years of soap history, formulae specifying "N" Brand have been handed down.

["N" Brand Silicate is shipped in barrels, drums or tank cars from all our works located at Chester, Pa., Rahway, N. J., Buffalo, N. Y., Utica, Ill., Anderson, Ind., Kansas City, Kan., St. Louis, Mo.]

Philadelphia Quartz Co.

General Offices: Philadelphia
Ch'cago Offices: 205 W. Wacker Dr.

Glycerine Recovery

(From page 27)

back or break up into smaller particles which in turn are carried on by the vapors. Provision must be made in any properly designed evaporator to remove this entrainment from the vapors. Modern glycerine evaporator installations have practically eliminated entrainment losses by the following features of their design: (1) A smooth, positive, rapid natural circulation provided by the calandria design. (2) A high vapor space of relatively low vapor velocity above the calandria. (3) Effective baffles in the vapor space. (4) The Flick centrifugal catchall and entrainment separator in the vapor line. All of these features are, of course, also of benefit in the prevention of priming or in minimizing its effect.

The high vapor space with low vapor velocity gives the larger entrained particles an opportunity to separate from the vapor and drop back. The baffles also deflect the liquor downward and collect some of the fine entrainment which impinges on the plates.

There remains then the important problem of separating the fine entrainment from the vapors. The Flick separator does this most effectively.

(To be continued)

Frank A. Foster, wealthy soap manufacturer, was shot and killed in Los Angeles on July 30 by a young man as he stepped into his automobile accompanied by Miss Beth Taylor, a stenographer, according to an International News Service report in Los Angeles.

Exports of dental creams from United States during March, 1929, were valued at \$228,244, with exports of other dental preparations valued at \$35,398. British India took the largest amount of dental creams, valued at \$35,242.

New Patents

(From page 59)

No. 1,722,456. Liquid-Soap Container. Patented July 30, 1929, by Frank H. Cranmore of New York, New York, assignor to The Meyer-Sniffen Company, New York, New York, a corporation of New York. In a lavatory fixture, the combination of a wash bowl and slab having an apron or flange extending beyond the bowl, a closed liquid soap container formed integral with the fixture and having walls formed in part by the structure of the fixture and located between the apron and bowl, and means for dispensing soap from the container.

Users of

Balsams . . . Oleo-resins . . . and Fixatives
will be interested in

GLYCOPON B70

(A Synthetic Balsam)

Properties:

- | | |
|---|---|
| 1. Viscous resin-like consistency | 5. Miscible with essential and vegetable oils |
| 2. Odorless | 6. High-boiling |
| 3. Amber color | 7. Soluble in water |
| 4. Soluble in alcohols and hydrocarbons | |

• Price in 55-gallon drums 90c lb.
8-lb. cans \$1.00 lb.

GLYCO PRODUCTS CO. INC.

Bush Terminal Bldg. No. 5

Brooklyn, New York

POTASSIUM PERSULPHATE

for Bleaching Soaps

A COMBINATION of POTASSIUM PERSULPHATE and BECCO ELECTROLYTIC HYDROGEN PEROXIDE for the improved bleaching of soaps. Learn about this newest bleaching agent which is already being used by some of the leading soapmakers.

Send samples to our laboratory for a free test of this new bleaching method.

**BUFFALO ELECTRO-CHEMICAL
COMPANY, Inc.**

Station B.

Buffalo, N. Y.

RAW MATERIALS for SOAP MAKERS

Specializing in

Olive Oil Foots

Glycerine

Olive Oil

Empty Drums

Caustic Potash

Fats, Oils, Greases

PARSONS & PETIT

Established 1857

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PITTSBURGH, PA.

Caustic Soda

Soda Ash

Agents for

D. CORREALE SANTACROCE
REGGIO, CALABRIA

Bergamot, Lemon and Orange Oils

Say you saw it in SOAP!

New Tariff Rates

(From page 41)

oil, rendered unfit for use as food or for any but mechanical or manufacturing purposes, by such means as shall be satisfactory to the Secretary of the Treasury and under regulations to be prescribed by him; tung oil, and nut oil not specially provided for.

Rapeseed oil sunflower oil and sesame oil represent additions not in the House Bill. They are, it will be noted, admitted duty free if denatured. Rapeseed oil was formerly dutiable at 6c per gallon, sunflower oil at 20% ad valorem and sesame oil dutiable both in the Senate and the House Bill at 3c per pound in its natural state is allowed duty free entry if denatured.

Par. 1780.

Tankage, fish scrap, fish meal, cod liver oil cake and cod liver oil cake meal, all the foregoing unfit for human consumption, duty free.

Par. 1791.

Turpentine, gum and spirits of, rosin, duty free.

Par. 1795.

Vegetable tallow, duty free.

Par. 1797.

Wax, animal, vegetable, or mineral, duty free.

MISCELLANEOUS ITEMS

Par. 28.

Synthetic aromatic chemicals remain unchanged from the House Bill at 45% ad valorem and 7c per pound.

Par. 61.

Natural aromatic chemicals not specially provided for remain at 45% ad valorem with the exception of vanillin which has been transferred to paragraph 28 and the duty increased by virtue of the fact that American selling price is made the basis of the 45% ad valorem duty.

Par. 70.

Bone black, bone char, and blood char have been reduced from 25 to 20% ad valorem, which was the 1922 rate of duty. Other decolorizing, deodorizing chars and carbons remain at the House rate of 45% ad valorem.

Par. 82.

Soda ash $\frac{1}{4}$ c per pound. Caustic soda $\frac{1}{2}$ c per pound.

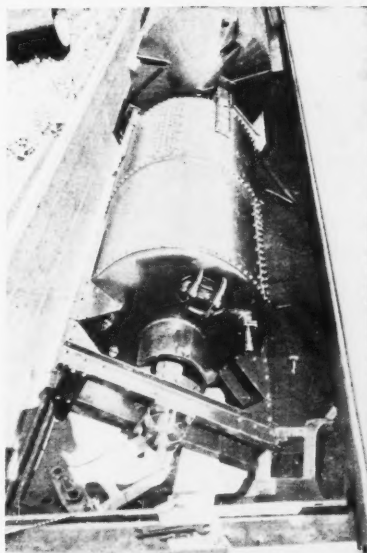
Par. 206.

Pumice stone valued at \$15 per ton or less, $\frac{1}{20}$ of one cent per pound, a reduction from the House rate which was $\frac{1}{10}$ of one cent per pound. Pumice Stone worth more than \$15 per ton, $\frac{1}{8}$ of one cent per pound, dutiable in the House bill at $\frac{1}{4}$ c. Wholly or partly manufactured, $\frac{3}{4}$ c per pound as compared to 55/100c in the House Bill.

Par. 207.

Fullers earth, unmanufactured, remains at \$1.50 per ton; wrought or manufactured \$3.25 per ton.

Natural or artificial rubber latex is partially coagulated and rendered suitable for use in coating fabrics by adding weak organic acids such as rosin, elaine, stearic acid or linseed oil acids, which react with the alkali which is present, or which is added, to form soaps. Fillers and disinfectants also may be added and if rosin is used it may be dissolved in colza or other suitable oil.—Brit. Pat. No. 295,660.



A bird's eye view of one car of a shipment of Garrigue Oil Hydrogenation Equipment.

GARRIGUE Oil Hydrogenation Plants utilize a process well known in this country for its simplicity of operation and consistent production. The equipment is well designed and built, under our supervision, in shops specializing in work of this kind. Maintenance costs are therefore reduced to a minimum. We are also in a position to furnish the necessary equipment for hydrogen gas production and oil pretreatment where this is required.

WM. GARRIGUE & CO., Inc.
9 S. CLINTON ST. CHICAGO

**COMPLETE INSTALLATIONS FOR
OIL HYDROGENATION**

Fatty Acid Distillation Oil Refinery
Glycerine Recovery and Distillation

Fillers and Abrasives—

Buy Direct and Save!

POWDERS

SILICA SMOKE (Soft)

*for Nail Polish, Tooth Paste,
Gold—Silver—Glass Polish.*

TRIPOLI (Velveteen Brand)

*for Textile Soaps, Laundry
Soaps, Cleaning Compounds
for wood and metals.*

SILEX (No. 68 Grade)

for Scouring Soap and Powders.

ASH (Volcanic)

*for Hand Paste Soap, Me-
chanics Soap.*

FELDSPAR

The correct grit for Mechanics' Soap

PUMICE STONE (Powdered)

Barrels or Bags

Quotations on Request

EARTH (Infusorial)

for Insecticide Powders.

CLAY (Bentonite)

for Laundry Soaps.

PRECIPITATED CHALK

(Calcium Carb.)

DIATOMACEOUS EARTH

(Fullers Earth) (Kieselguhr)

*for Neutralizing, Filtering,
Bleaching, etc.*

TAMMS BLEACHING EARTH

*For bleaching and filtering oils
and greases*

TAMMS SILICA COMPANY

Mines & Mills, Tamms, Ill.

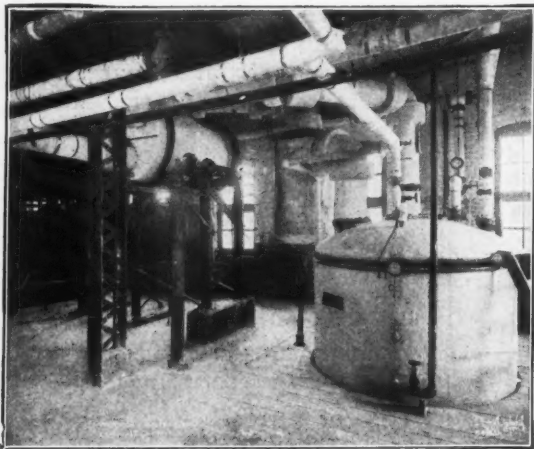
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WURSTER & SANGER, INC.

GLYCERINE REFINING PLANTS

The most efficient Glycerine Refining Plant operating with
the lowest refining loss and the highest yield of finished product.



The outstanding features of the
WURSTER & SANGER process and
equipment are:

1. Highest yield of distilled glycerine.
2. Highest percentage of finished
glycerine obtained on direct distillation.
eliminating rehandling and losses.
3. Lowest steam consumption.
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New Plants Designed—

Old Plants Remodeled

Complete Plants for

Crude, Dynamite and C. P. Glycerine
Laundry, Toilet and Liquid Soaps
Spray-Process Soap Powder
Fatty Acid Distillation
Fat Splitting, Stearic Acid and Red Oil
Refining of Fats and Oils
Hydrogenation of Oils

WURSTER & SANGER, INC.

5201 Kenwood Avenue
Chicago

Say you saw it in SOAP!

Castile Soap Decision

(From page 24)

certain percentage of olive oil and coconut oil, castile soaps or do they have to comply with the ruling of the Federal Trade Commission until its final decision? Can you give us a clear and decisive answer to this question?

NASSOUR BROTHERS,
Los Angeles, Calif. By A. Nassour.

Reply

We do not want to hold ourselves up as a Court of Law, but we will give you our interpretation of the present situation in the castile soap matter.

No company, as we understand it, is compelled to abide by a decision of the Federal Trade Commission until such time as that decision has been made effective by an order from a United States Court. Although a cease and desist order has been issued by the Commission against respondent in the castile soap case, they may continue selling soaps under the designation "Castile Soap" until such time as a Court shall order them to stop doing it.

The Federal Trade Commission already has, we believe applied to a United States Court

asking them to issue such an order. The respondent is contesting this in the Court. If the Commission wins in Court, then the order will be issued. Then and not until then, will the respondent be compelled to quit selling their soap as Castile Soap.

THE EDITORS.

James S. Kirk & Co., Chicago, respondent in the castile soap case, now has on file with the United States Circuit Court of Appeals for the Seventh District, a petition to review and set aside the cease and desist order of the Federal Trade Commission issued against Kirk and ordering Kirk to cease using the word "castile" and the words "olive oil soap" in labeling a soap not made wholly of oil derived from olives.

C. T. Small Manufacturing Co., St. Louis, have issued a new catalog in which their automatic packaging machines are fully described. Among the equipment of interest to makers of soaps, disinfectants and related products is a carton packer for powdered products, a paste filler, a can filler for powders, flakes, etc., and a capping machine. The catalog is illustrated with full page reproductions of the various machines and includes a group of testimonial letters from numerous users.

OIL OF BERGAMOT ~ VILARDI

A MANUFACTURER buying this brand is assured of securing an oil from the most important and reliable source of supply. It assures the user of obtaining absolutely satisfactory results—

Ask us for a sample and be convinced that the

OIL OF BERGAMOT

supplied by the

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is the kind you should use.

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NEW YORK

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Decolorizing Carbons

FOR DECOLORIZING
OILS, FATS, GLYCERINE

And Other Materials

HIGH DECOLORIZING POWER
HIGH FILTRATION RATE

HIGH
PURITY

**PURIT
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HIGH
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LOW OIL RETENTION
LOW COST

Manufactured by

THE PURIT COMPANY

Amsterdam, Holland

*(Makers of Highest Quality
Activated Carbons, Exclusively)*

PURIT is made in various grades, for different kinds of OILS and FATS, GLYCERINE and many other materials. Each grade is of UNIFORM QUALITY and is FITTED for the special work it is to perform—and the PRICE is RIGHT.

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You can't "go wrong" with PURIT !

"T-S-P"

The Qualities



beyond

Specification

Frequently the most satisfactory products—the most profitable to the user are those possessing desirable properties not actually written into the specifications. Aero Brand Tri-Sodium Phosphate possesses these "specification-plus" qualities. Both "Fines" and "Crystals" remain free-flowing and run true to grade.

These qualities are not the results of chance. Care during manufacture—additional curing—careful storing—accurate screening and re-screening puts into Aero Brand those extra qualities that make it first choice among discriminating users of Tri-Sodium Phosphate. It is shipped in non-sifting paper lined packages and in drums, kegs, barrels and bags—up to 325 pounds to the container.

Industrial Chemicals Division
**AMERICAN CYANAMID
COMPANY**

535 Fifth Ave.

New York

Say you saw it in SOAP!



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*.
Harry W. Cole, Holbrook, Mass., Secretary.

Who Uses Insecticides?

IN the large cities of the United States, about fifteen per cent of the total populations use household insecticides. Or to put it more strongly, eighty-five per cent use *no* insecticides at all in their homes. Although accurate figures for the rural populations are not available, the chances are, knowing the characteristics of the country population, that a considerably smaller percentage use insecticides. A guess would place the percentage for the country as a whole in the vicinity of ten or twelve per cent.

Household insecticides are not new. Liquid spray insecticides have been on the market for about fifteen years, although their wide application can be dated some six or seven years later than this. Powdered insecticides have been on the market for generations. Even in their present forms, they are not new products. In spite of this, close to ninety per cent of all the families in the United States probably do not use in the regular routine of the home any kind of insecticide.

The radio in its present form, available for the home at a moderate price, has been available only about six or seven years, and yet it is probably true that three or four times as many homes are equipped with radios as use insecticides. Why? Years ago, few homes used perfumed toilet soaps. Today, perhaps three out of every four use them in place of the old yellow family soaps. Why?

In both cases, extensive advertising has educated the public and broadened consumption. The same could be done with insecticides. Potentially the field is a large one. Its surface has hardly been scratched. Its volume of sales could be increased twenty or more times without fear of reaching the saturation point. But, not with present educational methods. A start was made this year, but the cooperation by manufacturers, all in all, was half-hearted.

Ninety per cent of the people of the country as yet do not buy and use insecticides, and they will not use them until they are educated to their use. And education of a people to use anything costs money. When all the

manufacturers, and not just a few, are willing to spend the money to expand their market, then and not until then will it show a really broad expansion. Some day some outsiders are going to step in and take for themselves a large piece of the insecticide market which is now allowed to lie dormant at the very feet of the present members of the industry. Their apparent unwillingness to develop an obvious potential market actually invites outside capital to reach into the insecticide field.

Polish Possibilities

IN this issue, an article on the manufacture of wax polishes by Leo Fleischman begins. Wax polishes, floor waxes,—although their history dates back through the ages, the products as we know them today are comparatively new articles of commerce, new developments of chemistry. Although chemistry has brought about waxes which will do most anything asked of them, the real stimulus to the larger consumption has been given in the elimination of labor attached to their application. In years gone by, the waxing of a large floor area was a tedious and laborious job, a job seldom undertaken because of the labor problem involved. Office buildings, hospitals, schools, and other buildings with large floor areas hand scrubbed their floors and let it go at that. Today through the use of modern waxes and mechanical floor polishing devices, areas are scrubbed and polished in days which formerly would have required weeks, and at a fraction of the previous cost. Mechanical and chemical development have opened up new outlets for the polish manufacturer, outlets which seem destined to even greater expansion in the future.

Ant exterminators are especially needed in Ethiopia, where they will find a market among the foreign population and even among the natives. Other insecticides for use against bugs and fleas are in demand among the foreigners. Mosquitoes and flies are not as numerous as in other countries. Only one liquid insecticide is now on the market.

Notes of the Trade

Dethol Manufacturing Co., Richmond, Va., manufacturers of insecticides, has recently been sold to Cosmetics & Drugs, Inc., Graybar Bldg., New York, by the previous owner, E. Ross Millhiser. The plant, according to reports, will be moved to Baltimore and will be in charge of R. T. Fulton, who has been engaged in the drug business in Baltimore. Cosmetics & Drugs, Inc., headed by E. E. Hidden, is a recently organized chain organization which has been absorbing a number of plants engaged in the manufacture of cosmetics and specialties.

G. H. Wood & Co., Ltd., Toronto, Canada, exhibited a line of sanitary products at the Canadian National Exhibition, held August 23rd to September 7th.

Zonite Products Corp. earned a net profit of \$69,096 during the quarter ended June 30, 1929, equivalent to 39c. a share on the 176,000 shares of no-par stock outstanding. This compares favorably with the \$35,055 earned in the corresponding quarter of 1928, equivalent to 20c. a share on the outstanding stock.

W. Hepburn Chamberlain, formerly associated with the New York office of the Chamberlain-Haber Co., Cleveland, has joined the organization of Childs, Jeffries & Co., New York, specialists in chain store organization and financing.

The Japanese pyrethrum crop will be about 10 per cent smaller in 1929 than in 1928, according to reports from the Hokkaido Prefectural Office, in spite of the fact that 23,520 acres are now under cultivation, about 1,600 acres more than were planted in 1928. Scant rainfall during the spring season is expected to reduce the size of the crop from 1,000,000 kwan, the 1928 figure, to about 890,000 kwan. One kwan equals 8.267 lbs.

George E. Leonard has been elected chairman of the board of International Combustion Tar & Chemical Corp., New York, and Dr. Walter Runge has been elected president of the company, to succeed F. J. Lewis and W. H. Lewis, respectively, who resigned recently due to press of other business activities. F. J. Lewis will continue as a director of International Combustion Engineering Corp., which

controls the Tar and Chemical Corp., and W. H. Lewis will continue with the company in an advisory capacity. F. J. Lewis was formerly head of F. J. Lewis Mfg. Co., Chicago, coal tar products, which was taken over by International Combustion Tar & Chemical Corp.

Exports of liquid insecticides from United States during June, 1929, totaled 1,033,275 lbs., worth \$376,782, with 62,888 lbs. of paste and powder insecticides, valued at \$17,242, also being exported. Disinfectants and other similar products to the amount of 307,358 lbs., worth \$29,095, were exported during the same period. During the same month of 1928 the total exports of all the products mentioned amounted to 1,219,228 lbs., worth \$267,521.

McCormick & Co. of Texas has recently been incorporated to act as a Southwest branch of McCormick & Co., of Baltimore, botanical drugs. A warehouse will be maintained in Houston, Texas, and stocks will be carried for distribution to points in that district.

Cheap insecticides for the eradication of ants, roaches, rats, flies, bed bugs, fleas, moths and mosquitoes will eventually find a good market in Haiti, even among the lower classes, according to Department of Commerce. These pests are prevalent throughout the year, and are most numerous in the summer months.

The abundance of flies and mosquitos in Australia, and the absence of screening on windows and doors, create a good demand for insecticides in that country. A number of domestic manufacturers make petroleum base insecticides which have the advantage in competition with imported products which carry a high import duty. Great Britain, which enjoys a preferential tariff, is a large factor in the market. Sales of the latter's products in the year 1927-28 were valued at £8,539, as compared with £2,769 worth of American insecticides sold.

A special construction of receptacles for deodorizing garbage in cans with paradichlorobenzene is described in U. S. Pat. No. 1,719,185 and No. 1,719,186.

Exports of insecticides from United States to Guatemala totaled 16,534 kilos in 1928, as compared with 16,749 kilos in 1927 and 55,116 kilos in 1926. In each year United States sold the major part of the total. Liquid insecticides for use in hand sprays are becoming more popular in Guatemala.

The Development of WAX POLISHES

By LEO N. FLEISCHMAN

President, Windsor Wax Company



WAX polishes are most commonly used for cleaning and polishing floors, furniture, woodwork, automobiles, and the like, and are sold to the consumer as: prepared paste wax, prepared liquid wax, powdered wax for dancing, special prepared pigmented waxes, special liquid wax for rubber floors, etc. Both the paste and liquid waxes are used in more or less the same fashion and are really the same, except that paste wax is a more concentrated form of the liquid wax. The consumers of wax polishes may be roughly classified as follows: the home, institutions, hospitals, office buildings, etc., floor finishers and renovators, and they are generally marketed through the following channels in order of their importance: paint stores, house furnishing stores, hardware stores, institution supply houses, grocery and drug stores, mail order houses, and directly to the consumer from the manufacturer. The most common packings are as follows: paste wax in $\frac{1}{2}$, 1, 2, 4, and 8 pound friction top tin cans and steel pails of 30 pounds or more; liquid wax in $\frac{1}{2}$ pint, pint, quart, $\frac{1}{2}$ gallon, and gallon oblong tin oil or varnish cans, and steel drums of 5 to 55 gallons; powdered wax in $\frac{1}{4}$, $\frac{1}{2}$ and 1 pound sifter top cans, and larger quantities in bags or barrels.

The polishing of floors is usually done either by a weighted floor polishing brush or an electric polishing machine, and the use of the electric machine has brought about the treatment of floors in large office and loft buildings, chiefly due to the fact that it has been shown that maintenance of large areas with floor wax is considerably cheaper than by scrubbing and washing, to say nothing of the added beauty and cleanliness. Hospitals are large users of floor wax because of sanitation, and in this connection records of the cost of maintenance show that in hospitals and other large institutions the entire cleaning, waxing and labor cost

of thousands of square feet of linoleum averages but $\frac{1}{4}$ cent per square foot per month. All the leading linoleum manufacturers now recommend the waxing of inlaid, plain and battleship linoleum and elaborate tests made by them show that linoleum maintained by waxing has a life of at least three or four times as long as unwaxed linoleum. It is for this reason that linoleum houses are giving their products a coat of wax before they leave the factory, and recommend that be maintained by the same method.

Waxed surfaces have a bright and live appearance after use, instead of a dull and dead look and by waxing, while the color and grain of the original surface are brought out and preserved with their original beauty unchanged. Shellaced and varnished surfaces often have a glaring and sticky appearance and deteriorate quickly, while the wax finish, if it be maintained, only deepens and becomes more beautiful with time.

Summarizing, the advantages of the waxing treatment for floors are as follows: 1. Great beauty. 2. Elimination of washing and scrubbing of floors and the resultant destruction of the surface. 3. Economy due to the elimination of washing and scrubbing. 4. The wax film protects the surface to which it is applied more thoroughly than any other protective film. Wax is a chemically inert substance and resists wear. 5. The wax film will prevent stains from penetrating into the surface. 6. Dust does not stick to waxed floors and sweeping is made easy. 7. Sanitation. 8. Small areas of waxed surfaces where the wear is most pronounced may be refinished without doing over the entire floor. 9. The wax film is not brittle and will not scratch or heel mark or be otherwise defaced, so often the case where shellac or varnish finishes are used.

OF all industrial waxes, beeswax has the oldest history. It was known and used in the earliest civilization. In the Bible, frequent references to honey certainly imply a

FREE for The Asking

A DEPARTMENT of technically trained men and several consultants with long practical experience is maintained by us for helping you in your processes employing Naval Stores Products.

You know your own business but another viewpoint may help to solve troubles quicker or to reduce costs by utilizing the results of specialized research and development.

We are working with others in your line and would welcome the opportunity of cooperating with all. Our representative will respect and protect your confidence and trade secrets.

Let us hear from you on the attached coupon.

NAVAL STORES DEPARTMENT

HERCULES POWDER COMPANY
(INCORPORATED)

961 Market Street, Wilmington, Delaware

Largest producers of pine oil, wood rosin and steam-distilled
wood turpentine

Naval Stores Department,
Hercules Powder Company,
961 Market Street, Wilmington, Delaware.

We are interested in discussing with one of your Technical Representatives, Rosin, Turpentine, Pine Oil, for use in the production of

Name

Address

Say you saw it in SOAP!

knowledge of the wax although not the extent of its utilization. In Biblical times, the temple candles were made from beeswax, and ancient Egypt used it much as modeling wax is used today. The Phoenicians developed many uses for wax, and even bleached beeswax (Pliny called white beeswax *Cera-Punica* and described the process, none other than sun-bleaching). In Greece, wax was used as an adjunct to other sculptural material, and during Roman and medieval times beeswax, with the addition of a pigment was the material used for encaustic painting. With the advent of Christianity, the use of beeswax as an illuminant in churches was borrowed from the Hebrews and now its use in religious services is almost universal.

The first uses of beeswax do not seem therefore to include its application as a polishing medium. It was used more as a plastic mass, an illuminating and cementitious material. The actual polishing qualities of wax should be credited to artisans in wood some time or other during the medieval ages and specimens of old Continental and English furniture indicate that the treatment of wood surfaces, for polishing, was confined almost exclusively to beeswax, applied directly by means of a cloth wetted with turpentine. It was the careful and painstaking repetition of this treatment which gave antique furniture its beautiful patina, not to be reproduced by any other known method. Although the method was obviously laborious, depending as it did upon the solubility of the wax in a cold solvent, yet the beauty of the finish produced by this method still remains visible today. There are many old French chateaux and English castles abounding in examples of floors and furniture which have been waxed and rewaxed for ages, and they are as serviceable and beautiful today as when they were first made. There can be no doubt that the excellent state of preservation of antique furniture and floors is largely due to the protective qualities of successive wax treatments. The chemical inertness and wear-resisting qualities of wax, making it so suitable as a protective film, has been recognized for many years.

The old method however, was a laborious and difficult operation. The wax applied with a cloth was polished by means of brushes usually attached to the feet. Even today, in France and the Continent, one may see maids polishing floors by the foot and brush method. With the idea of reducing the labor of waxing floors, prepared floor wax was gradually evolved, together with the weighted floor brush attached to a long handle and the very late development of the electrical floor polishing machine. These improvements, including the

substitution of other waxes for beeswax, form a chapter in the history of an industry through which the quality and application of waxed finishes were much bettered and improved. These two major developments,—the electric machine and the prepared wax,—have not only revolutionized the practice of floor maintenance, but because of their economy have called attention to the inherent superiority of wax as compared to other methods as a means of preserving and maintaining floors.

THE first attempt at a prepared floor wax was the use of beeswax, either saponified or emulsified with water and potash. Later Japan and other waxes entered into these preparations, and fifty or sixty years ago many preparations based upon this principle were in common use. About 1870, the idea of introducing an organic solvent as the thinning medium was originated in Germany and the bulk of the development of this process took place in that country. The superiority of this form of prepared floor wax was immediately recognized, together with the fact that the organic solvent possessed great cleansing power and so served a double purpose. Gradually the older forms of prepared wax composed of water emulsions, etc., disappeared and today the prepared wax polish, composed of an organic solvent and the wax, is practically universal. Later developments have been the substitution of beeswax by vegetable and mineral waxes newly discovered. Then the petroleum and coal tar industry opened up a choice of substitutes for turpentine, and provided an opportunity for economical and technical investigations of better solvents.

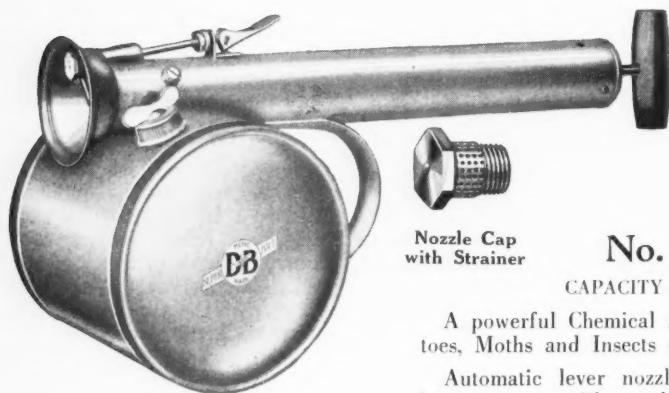
The fundamental idea of prepared floor wax in its present state is a paste or liquid composed of a solid wax or mixture of solid waxes blended or incorporated with a thinning agent or so-called solvent (the organic liquid is not a true solvent for the wax). The role of the thinning agent is to make the wax spread easily upon the surface to which it is applied and then to evaporate leaving a thin film of solid wax for polishing. At the same time, the solvent has distinct and valuable cleansing properties.

The materials entering into the manufacture of floor waxes and other wax polishes may be classified in two distinct groups: the solid waxes and the solvents or thinning mediums. Besides, there are materials of secondary importance such as pigments, dyes, essential oils and miscellaneous substances used to obtain some definite or specified quality, the use of which is a part of the technique of the chemist. Among the solid waxes, there are the

(Continued on page 113)

D & B SUPERBILT

CHEMICAL SPRAYERS DISTINCTLY ORIGINAL AND SUPERIOR



Nozzle Cap
with Strainer

No. 35

CAPACITY 3 QUARTS

A powerful Chemical Atomizer for Flies, Mosquitoes, Moths and Insects of all kinds.

Automatic lever nozzle, adjustable for light or heavy sprays without change of caps. Very high pressure is secured by setting sprayer down for pumping.



Set down
for Pumping

No. 10 D&B Superbilt Combination Chemical Sprayer

with Air Regulator and Volume Control

CAPACITY 1½ GALLONS

This is a powerful chemical atomizer in combination with an ordinary compressed air sprayer—produces the results of both with many variations in between.

The Air Regulator

A very important feature in this sprayer is the new patent air regulator. It is capable of a wide range in nozzle adjustment to make it produce a heavy spray, medium mist, or the very finest vapor fog. Works equally well with heavy or light oils or other spraying materials.

*Write for catalog on our
complete line.*

The Dobbins Manufacturing Co.
North St. Paul, Minn.



Air regulator
valve

Air check valve

Say you saw it in SOAP!

South African Insecticide Market

ALTHOUGH at present the market for insecticides and disinfectants in South Africa is small, the demand is beginning to show an increase which is worthy of attention, according to the Chemical Division of the Department of Commerce. There is a good demand in South Africa for insecticides of the household variety. Natal especially, which has a moist subtropical climate, has an abundant and varied insect life. Little effort is made generally to render dwellings insect proof by the use of screens and as a result the sale of liquid and powdered insecticides is continued throughout the year although the demand is greatest during the hot season, October to April. Lice are most annoying during the winter months. Probably on account of the lack of screening all classes of the white population are purchasers of insecticides for use mainly in exterminating flies. There is a growing demand for certain classes of insecticides on the part of the native population.

During 1926 imports of liquid insecticides into the Union of South Africa amounted to 33,646 gallons with a value of about \$100,000. Of this the United States furnished 27,843 gallons. Of the 89,269 pounds of powdered insecticides imported during that year, the United States supplied 11,844 pounds.

Competition is very keen as the market is well catered to by a number of brands of both American or foreign manufacture. Liquid insecticides are the most extensively used and the most popular brands on the market are of American manufacture. In addition there is a steadily growing competition from domestic manufactures. Manufacturers of dips, disinfectants, and insecticides are permitted to import into the Union of South Africa free of duty certain raw materials, including ferrous and zinc sulphates; linseed, castor, and whale oils; fatty acids; turpentine; cresylic acid; red oil; pyrethrum powder; iodine, potassium iodide; methyl salicylate; carbolic and naphthalic acids; nitrobenzol and crude pine oil.

The largest share of the business in insecticides is done by American firms operating through their own branches. The bulk of this trade has been in the hands of the large oil companies which market insecticides in connection with their other and more important products thus decreasing distribution costs.

However, independent companies are securing a fair share of the business. Insecticides are sold at retail by groceries, hardware dealers, and druggists—the first having probably the largest turnover.

It is reported that South African firms as a rule prefer to deal directly with the manufacturers rather than purchase through a commission house. The latter method somewhat increases the difficulty of competition as the extra commission must be added to the selling price of the product. Most dealers in pharmaceutical supplies import on their own account. A further advantage in appointing a manufacturer's representative rather than a distributor is that while in many cases one distributor will not buy from another, a manufacturer's representative can sell to anyone including the distributors or wholesale merchants.

It is customary for the manufacturers to advertise or to render liberal assistance to their representatives for this purpose when introducing a new brand or product in this market. The advertising mediums generally employed are the daily and weekly press, bill posters, and the motion picture slides. The last form of advertising is said to be quite effective in South Africa.

Insecticides are admitted into the Union of South Africa at various rates of duty as follows:
Disinfectants (Item No. 223)

(a) In bulk, provided they are of a standard approved by the Minister. . . . 5% ad valorem

Plus a suspended duty of .15% ad valorem

(b) All other 20% ad valorem
Item No. 246

Substances for the prevention or destruction of agricultural pests: Including sheep and cattle dips and dipping powders, and material suitable only for dip; substances for the prevention and cure of diseases of plants and trees; sulphate of copper, arsenic, arsenite of soda, and arsenate of lead. Free

Plus a suspended duty of .10% ad valorem

British South Africa is becoming of greater importance to the American exporter of insecticides. Shipments of all insecticides from the United States to British South Africa rose from \$94,530 in 1926 to \$202,735 in 1928. This increase is all the more striking as it was made in the face of keen competition from both imported and locally manufactured products. American products appear to be

Competition —and Lots of It!

Ask your salesmen . . . They'll tell you how severe competition is these days. Or study the shelves of the dealers who stock your product and see conditions with your own eyes . . . Steadily increasing competition for the good-will of the consumer is all too apparent. Certainly in times like these no one should pass by the slightest opportunity to make his package attractive to the consumer—both in appearance and ease of use.

Where contents are used often—a little at a time—Amerseal Caps have proved themselves the right closures. Packages capped with Amerseals are easily opened—easily reclosed. A quarter-turn removes them. Another quarter-turn and the package is reclosed effectively—safeguarded against deterioration or evaporation.

Applied speedily and easily by hand or ma-



chine, Amerseal Caps cut costs in the packing operation. In fact it has been found by most of our customers that in spite of their outstanding efficiency these practical caps cost no more than ordinary closures.

Display value, too, is to be considered. Amerseal Caps lithographed with your own design in colors offer one modern way of adding to the eye-catching quality of your package. But we would like to give you all the facts on Amerseal Caps. Let us know what you manufacture, how much you manufacture, and what size containers you use. We will write you in full detail concerning the advantages you can expect to gain from the use of these efficient closures.



A quarter turn to the right applies the Amerseal Cap. The lugs, formed to fit the contour of the glass threads, draw the cap down and effect a tight uniform contact around the complete circumference of the container finish.

THE AMERSEAL CAP

AMERICAN METAL CAP COMPANY

2 Summit Street Brooklyn, New York

Eighteen Branch Offices to Most Efficiently Serve You

Atlanta	Cleveland	Louisville	Philadelphia
Baltimore	Detroit	Minneapolis	Pittsburgh
Boston	Houston	Newark	Rochester
Chicago	Los Angeles	New York	St. Louis
San Francisco		Seattle	

Say you saw it in SOAP!

steadily increasing in popularity and if their standard of effectiveness is maintained there is no reason why the market should not continue to expand. A list of possible dealers in insecticides in British South Africa is available to properly accredited firms upon request to the Bureau of Foreign and Domestic Commerce, Washington, D. C., or any branch office of the Bureau.

An excellently miscible oil for oil-sprays may be made by boiling five parts of oleic acid with six parts of triethanolamine, then adding fifteen parts of free oleic acid and five parts of alcohol. This may then be dissolved in forty parts of light, or one hundred parts of heavy paraffin oil. Preliminary experiments show no injury to plants other than the oily gloss which usually results from the use of oil-sprays.—*Ind. Eng. Chem.* 21, 647-8 (1929).

Imports of insecticides and disinfectants into Kenya, Uganda, Tanganyika Territory and Nyasaland, East Africa, amounted to 10,997 cwt. in 1927, of which Great Britain furnished 4,417 cwt. and United States 253 cwt. Since that time imports have increased and United States has obtained more of the business.


Trieste Pyrethrum Exports

The following figures show the exports of pyrethrum flowers from Trieste to United States over the past few years. A large crop is expected in 1929.

Year	Pounds	Value
1922	1,522,424	\$417,770
1923	812,352	313,696
1924	596,674	219,000
1925	1,334,431	232,342
1926	1,626,365	172,771
1927	398,655	56,210
1928	528,039	124,708

Insects are not prevalent in England, with the result that insecticides are not particularly in demand. When they are met with, however, immediate steps are taken to destroy them. This results in a small but constant demand. The imports come mostly from United States and the Netherlands. In 1928 United States furnished 70% of the imports.

Southwestern Drug Corp., has recently been formed in Austin, Texas, to absorb seven wholesale drug houses in that territory.



Globo

Spray Congealed Tri-Sodium Phosphate

*GLOBO—uniform in size—quickly soluble—free flowing—has set a new high standard of quality and value in water softeners and cleaning compounds.
*GLOBO will meet your requirements for improved quality without increase in price. Your order for a trial keg, bag or barrel will be shipped immediately.

GLOBO is packed in
125 pound kegs
200 pound bags
325 pound barrels

*The name GLOBO
is derived from
Globular—meaning
round or spherical
in shape.

FEDERAL PHOSPHORUS COMPANY
DIVISION OF
THE SWANN CORPORATION
BIRMINGHAM, ALA.

SAVINGS

Chemical Research Is Making New Savings for Industry

A SHORT and accurate chemical test for the active principle of Pyrethrum is now opening new, wide avenues to lower costs. Here are two samples of Pyrethrum flowers,—one from one side of the world, the other from the opposite. No obvious physical characteristic reveals the more-than-double superiority of the one. If you apply physiological tests with insects, the indications cannot be depended upon for accuracy.

The new test was developed in the laboratories of McLaughlin Gormley King Company of Minneapolis, by Mr. Chas. B. Gnadinger, chief chemist. Papers describing the test will be published shortly in the Journal of the American Chemical Society. Copies can be had by writing McLaughlin Gormley King Company, Minneapolis.

The test is now being applied in McLaughlin Gormley King Company's laboratories. We can tell which sample is superior, and just how superior it is. We can offer you whole Pyrethrum flowers for direct shipment in carloads, or milled flowers in carloads or less, or concentrated extract of Pyrethrum, kerosene soluble,—and you will have a *guaranteed, known* value in active principle. Certain types of flowers can be used at just half the proportions of flowers you are now using, with absolute certainty of results. These are savings indeed!

Complete details can be secured by writing McLaughlin Gormley King Company, Minneapolis. In corresponding, please advise the quantity of Pyrethrum you are interested in.

McLAUGHLIN GORMLEY KING CO., 1715 S. E. Fifth St., Minneapolis, Minn.

Manufacturers of EVERGREEN

Say you saw it in SOAP!

A recently patented insecticide consists of a quick-breaking emulsion composed of a viscous non-volatile oil, substantially free from phytocidal ingredients, water, and an emulsifying agent the amount of which is so adjusted as to maintain the emulsion in stable form during agitation and spraying but which will allow it to revert to separate films of oil and water on contact with the surface to which it is applied.—U. S. Pat. No. 1,707,466.

National Association of Retail Druggists will hold its 31st annual meeting in Minneapolis, Sept. 16 to 20., with headquarters at the Nicollet Hotel. The health and beauty show will be one of the big attractions of the convention. Exhibits at the exposition will be maintained by the following companies: Colgate-Palmolive-Peet Co., Chicago; Kolynos Co., New Haven, Conn.; Lambert Pharmaceutical Co., St. Louis; Norwich Pharmaceutical Co., Norwich, N. Y.; Pepsodent Co., Chicago; Plough Chemical Co., Memphis; Yardley & Co., Union City, N. J.

The polish industry is undeveloped in Japan, with the exception of shoe polishes. Most of the supply of polishes is imported from United States, United Kingdom and Germany. Imports of metal polishes were valued at 98,986 yen in 1928.

McCormick Celebrate 40 Years

McCormick & Co., Baltimore, will celebrate the fortieth anniversary of the founding of the company on Sept. 18 and 19. During those days, the plant of the company at Light, Barre and Charles Streets, Baltimore, comprising 12½ acres of floor space, will be fitted up with displays and will be opened to the public. Several thousand visitors are expected and will be shown through the plant by trained guides. Souvenirs will be distributed to all visitors. Special silver souvenirs will be given to all employees.



W. M. McCORMICK

The company was founded in 1889 by Willoughby M. McCormick with a staff of four employees. The business expanded and several moves to larger quarters were made. In 1903, the sixth move was made to Pratt and Concord Streets. Five months later, the great Baltimore fire, Feb., 1904, destroyed the plant. The plant was rebuilt and expanded and occupied up to 1921.

SOAP POWDER

Special light aerated powder

In barrels or cartons for the trade under private label.

SCOURING POWDER

In barrels or sifter top cans under private label.

Also manufacturers of

Scouring Soap

(in cases)

Oil Soap

(in barrels or cans)

Blue Mottled Soap

(in cases)

Hard Water Soap

(in cases)

Drain Pipe Solvent

All made to meet your individual requirements.

Let us discuss them with you.

M. SCHNEIDER & SONS

A name backed by 125 years of continuous soap manufacture.

419 Hamilton Ave.

Brooklyn, N. Y.

SPECIAL ODORS

for

Paradichlorbenzene

Disinfectants

Insecticides

Cleaners

Polishes

Soaps

Incidentally—

Have You Tried

CITRENE?



Givaudan-Delawanna, Inc.

101 FIFTH AVENUE, NEW YORK, N. Y.

Say you saw it in SOAP!

At that time, the present nine story concrete structure was built and occupied. The employed personnel in the meantime has grown to six hundred persons.

Willoughby M. McCormick is president of the company. Roberdeau A. McCormick, associated with the firm since 1891, has been vice-president since its incorporation in 1903. G. M. Armor became a vice-president in 1920, and C. P. McCormick, a vice-president in 1928. W. L. Bean, secretary-treasurer, became secretary of the company in 1904.

Exports of metal and stove polishes from United States during May, 1929, amounted to 121,045 lbs., worth \$20,606, with Canada taking 38,895 lbs. of this material at a price of \$6,991. Exports of shoe polishes totaled 286,208 lbs., worth \$77,909. Egypt buying the largest amount, 47,836 lbs., at a price of \$10,796. Leather dressings to the amount of 145,357 lbs., worth \$28,272, were exported, the largest amount going to Canada. Exports of floor wax, wood and furniture polishes amounted to 148,560 lbs., valued at \$30,393, with Spain, Canada and the Philippines chief among the buyers. Automobile polishes totaling 136,324 lbs., worth \$39,827, were exported during May.

Wholesale Druggists Meet Sept. 29

The annual meeting of National Wholesale Druggists' Association will be held in French Lick, Ind., Sept. 29 to Oct. 3, in French Lick Springs Hotel. Ray A. Whidden, Bauer & Black, Chicago, is chairman of the General Committee on arrangements and entertainment. The program follows:

Sunday, Sept. 29, 8:30-10 p. m.—Special Concert, French Lick Springs Hotel lobby, Shubert Quartet.

Monday, Sept. 30, 2:30 p. m.—Bridge party for ladies on mezzanine floor of hotel. 8:30 p. m.—Reception to President C. Mahlon Kline and his mother, followed by dancing.

Tuesday, Oct. 1, 1 p. m.—Ladies' luncheon, bridge at French Lick Country Club. Automobiles to be ready in front of hotel at 12:15 p. m. 8:30—Entertainment, vaudeville, dancing, buffet supper.

Wednesday, Oct. 2, 1 p. m.—Golf tournament. 8:30 p. m.—Cotillion led by Mr. H. T. McConnell.

Thursday, Oct. 3, 10 a. m.—Putting contest, ladies only, on miniature golf course in front of hotel. 2:30 p. m.—Bridge, ladies. 7:30 p. m.—Annual banquet, serve 8 p. m. Speakers, retiring and incoming president and special address being arranged.

ZEF-IR

**BLOCS, CRYSTALS
BLOCKETTES.**

ZEF-IR products really purify the air and are not merely perfumes. Zef-ir Blocs in various sizes are ideal for use in theatres, schools, institutions, hotels, etc. Zef-ir Crystals are handy to shake about the corners of the room. Zef-ir Blockettes are urinal cakes which evaporate slowly and maintain sanitary and wholesome conditions.

Write for samples and prices!

The **HUNTINGTON LABORATORIES Inc.**
Huntington-Indiana

Trade **LANUM** Mark

(Lanolin—Adeps Lanae Merck)

Particularly adapted for shaving creams, soaps, and other toilet preparations. Free from the impurities usually found in ordinary Lanolin.

Send for a sample

MERCK & CO.

INC.

MANUFACTURING CHEMISTS

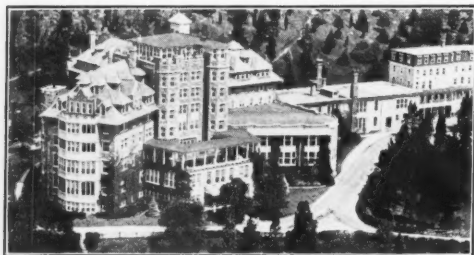
Philadelphia

New York

RAHWAY, N. J.

St. Louis

Montreal



The Ideal Spot for a summer or fall Vacation

for the business man and his family.
In the heart of Pennsylvania's
Mountains.

GALEN HALL HOTEL, Wernersville, Pa.

Nine Miles from Reading

LOCATED high in the Mountains of Pennsylvania, GALEN HALL overlooks the country for miles around. A modern hotel with cottages on a 1140 acre estate with a private 18-hole golf course, tennis courts, and saddle horses.

Write for descriptive booklet and rates

GALEN HALL HOTEL AND COTTAGES Wernersville, Penna.

J. L. NELSON, Manager

Also HOTEL ROYAL PALM, FORT MYERS, FLA.

A Winter Resort Under the Same Management

Say you saw it in SOAP!

Liquid Soap Specifications

(From page 39)

free from carbon dioxide, add phenolphthalein and titrate to exact neutrality with standard sodium hydroxide solution. Evaporate off the alcohol, dry to constant weight as in the determination of matter volatile at 105° C., and calculate the percentage of soda soap. This soap naturally includes any mineral oil and neutral fat, which, if determined separately, must be deducted from the result to obtain the true soap. Calculate the combined sodium oxide (Na_2O) and deduct from the weight of soda soap to give the anhydrides. If the original soap was potash soap, proper calculation must be made to reduce to potassium oxide (K_2O) or the titration made directly with standard potassium hydroxide solution. In case the soap shows an excess of free acid, proper corrections must be made in calculating the combined alkali in the original soap. (A blank test should be made on the sodium or potassium hydroxide solution for neutral salts and the proper corrections made if necessary.)

(c) **TOTAL MATTER INSOLUBLE IN ALCOHOL, FREE ALKALI, OR FREE ACID.**—(1) *Matter Insoluble in Alcohol.*—Digest hot a 10 g. sample with 200 cc. of freshly boiled neutral ethyl alcohol (94 per cent or higher). Filter through a counterpoised filter paper neutral to phenolphthalein, or a weighed Gooch crucible with suction, protecting the solution during the operation from carbon dioxide and other acid fumes. Wash the residue on the paper or in the crucible with hot neutral alcohol until free from soap. Dry the filter paper or crucible and residue at 100° to 105° C. for three hours, cool, and weigh the total matter insoluble in alcohol.

(2) *Free Alkali or Free Acid.*—Titrate the filtrate from the above, using phenolphthalein as indicator, with standard acid or alkali solution, and calculate the alkalinity to sodium hydroxide (or potassium hydroxide) or acidity to oleic acid.

(d) **CHLORIDE.**—Dissolve 10 g. of the sample in 300 cc. of water, boiling if necessary to effect solution of all soluble matter. Add an excess of neutral chlorine-free magnesium nitrate solution (about 25 cc. of a 20 per cent $\text{Mg}(\text{NO}_3)_2 \cdot 6\text{H}_2\text{O}$ solution). Without cooling or filtering titrate with standard silver nitrate solution, using potassium chromate as indicator. Calculate the chloride as potassium chloride.

(e) **SULPHATE.**—A qualitative test may be made as follows: Proceed as in the determination of alcohol insoluble until the insoluble matter has been thoroughly washed in a Gooch crucible or on a filter paper with hot alcohol. Dissolve this insoluble matter in hot water, acidify with hydrochloric acid, and evaporate to dryness. Take up with a small amount of hydrochloric acid and water, filter, and test for sulphate.

(f) **SUGAR.**—A qualitative test may be made as follows: Add a decided excess of hydrochloric acid to a solution of the soap, heat on a steam bath for 15 minutes, cool, filter from fatty acids, and test a portion of the filtrate, which has been neutralized with sodium hydroxide solution, by boiling for two minutes with an equal volume of boiling Fehling solution. The formation of red cuprous oxide indicates the presence of sugar.

Reagents

(a) **STANDARD SODIUM HYDROXIDE SOLUTION.**—0.25 N, or about 10 g sodium hydroxide dissolved in water and diluted to 1 liter. Standardized against Bureau of Standards benzoic acid.

(b) **STANDARD SULPHURIC ACID.**—0.5 N, or about 25.8 g. strong sulphuric acid (specific gravity = 1.84)

Do a GOOD JOB with a HUDSON

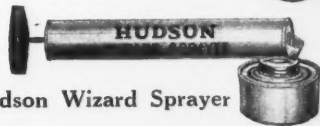
The efficiency of your spray depends largely upon the sprayer that applies it. Be guided by the experiences of others in all industries, who say: "Do a GOOD job with a Hudson."

A most complete line for your choice—80 different styles—capacities ranging from 5 ounces to 100 gallons. Our designing department will work with you on special requirements.

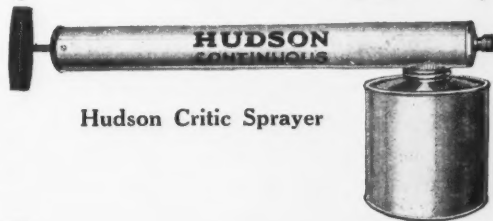
Below are four models, meeting and meriting hearty approval from the Insecticide Industry.



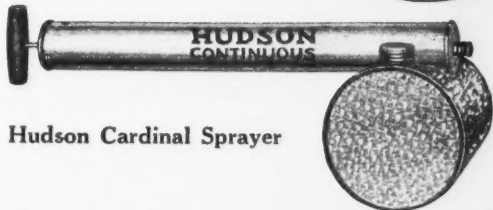
Hudson Fog Sprayer
Trademark Registered



Hudson Wizard Sprayer



Hudson Critic Sprayer



Hudson Cardinal Sprayer

Write for 42 page catalog.

HUDSON
MANUFACTURING CO.

589 East Illinois St. North Pier Terminal Bldg. Chicago
New York City Philadelphia Minneapolis
147 Chambers St. Dela. & So. St. 324 3rd Ave., N.

LETHANE

Patent Applied for

LETHANE 145

Replaces Pyrethrum Flowers

Either wholly or in part, in the manufacture of household insecticides. Non-irritating and non-injurious to materials. Uniform and positive in action.

LETHANE 22

A New Insecticidal Fumigant

Highly penetrating and unexcelled in efficiency by any other fumigant. Non-toxic, easily applied and the most economical insecticide of its type available.

Further particulars and samples gladly furnished

Office,
222 W. Washington Sq.
Philadelphia, Pa.

Röhm & Haas Co., Inc.

Works
Bristol, Pa., and
Bridesburg, Pa.



FREE!

A Deodorizing Block Holder With Every Block

Our Patents and Copyrights are pending on the sensational accomplishment of giving a holder free with every block.

AT NO EXTRA COST!

Write for Particulars

PURITAN CHEMICAL COMPANY
ATLANTA, GEORGIA

Say you saw it in SOAP!

diluted with water to 1 liter. Standardized against standard sodium hydroxide solution (a).

(c) STANDARD ALCOHOLIC POTASSIUM HYDROXIDE SOLUTION.—0.25 N, or about 14 g. of potassium hydroxide dissolved in neutral ethyl alcohol (94 per cent or higher) and diluted to 1 liter with alcohol. Standardized against Bureau of Standards benzoic acid.

(d) STANDARD ALCOHOLIC SODIUM HYDROXIDE SOLUTION.—Same as (a) excepting that (94 per cent or higher) ethyl alcohol is used instead of water. Standardized against benzoic acid.

(e) STANDARD SILVER NITRATE SOLUTION.—0.10 N, or about 17 g. of silver nitrate dissolved in water and diluted to 1 liter. Standardized against chemically pure sodium chloride.

(f) POTASSIUM CHROMATE SOLUTION.—A 10 per cent solution of potassium chromate in water.

(g) FEHLING SOLUTION.—(1) *Copper Sulphate Solution*.—Dissolve 34.639 g. of copper sulphate ($\text{CuSO}_4 \cdot 5\text{H}_2\text{O}$) in water and dilute to 500 cc.

(2) *Alkaline Tartrate Solution*.—Dissolve 173 g. of Rochelle salts ($\text{NaKC}_4\text{H}_4\text{O}_6 \cdot 4\text{H}_2\text{O}$) and 50 g. of sodium hydroxide in water and dilute to 500 cc. Mix equal volumes of (1) and (2) immediately before use.

A good market for household insecticides exists in Rumania, where products worth approximately \$250,000 are consumed annually, \$175,000 of which are imported. United States products make up about 50 per cent of the imports, and are rapidly coming more into demand. At the present time about 60 per cent of the sales consist of powdered insecticides, but these are now giving way in favor to liquid products.

Offer Holders with Blocks

Puritan Chemical Co., Atlanta, Ga., manufacturers of sanitary specialties, have applied for a patent on a new type deodorizing block holder which is now being placed on the market. The holder, which comes in two sizes, is made of lithographed cardboard, the plan being to supply one holder with every block at no additional cost. The large size holder is intended for industrial use and the small one for the home. The company, which has specialized in supplying sanitary products in bulk for some time past, feels that the jobbing trade will be particularly interested in a development of this kind which will make it possible to deliver a holder with every block sold.

Chinese punk competes quite seriously with insecticides in the Chinese market, according to Department of Commerce. The specially prepared punk, which sells for five cents a package, is cheaper than any chemical preparation now on the market, and so appeals to the average Chinese whose purchasing power is extremely low. Very few houses in China are screened, making it uneconomical to use liquid spray insecticides. The punk is used because of its cheapness and makes an effective repellent.

INSECT POWCO POWDER

BRAND
REG. U.S. PAT. OFF.

The well made finished insecticide should rest on the solid foundation of dependable raw materials.

As true specialists in pyrethrum we have studied our product from every important angle. We have steadily aimed to know as much about it as is humanly possible.

A well defined program of continuous research enables us to render a service that is difficult to duplicate.

Let us discuss your problems.

JOHN POWELL & CO., Inc.

Specialists in Pyrethrum

114 E. 32nd STREET

NEW YORK



HEXCIDE Disinfectant

A real germicide, cleanser and deodorizer. Makes a Milky White Emulsion with pleasant odor. No sediment or separation. Phenol coefficient guaranteed. Prices and samples on request.

From a gallon lithographed can to a tank car

TAR PRODUCTS CORPORATION

(NEW ENGLAND DIVISION, AMERICAN TAR PRODUCTS CO., INC.)

REFINERS and MANUFACTURERS

Providence, Rhode Island

NEW YORK OFFICE:
120 BROADWAY

PLANTS:
EAST PROVIDENCE, R. I.
NEW HAVEN, CONN.

now offering

WATER SOLUBLE ODORS

for theatre sprays

Lily Oriental — Rose — Verbena — Lilac
Carnation — and others

of the same quality as our regular line for

LIQUID SOAPS, DEODORANTS, SPRAYS, etc.

These odors are fragrant, stand up perfectly and will last. They are priced reasonably. *Samples and quotations on request.*

Do you want an individual odor in your products—something that is noticeable among competing sprays, deodorants, liquid soaps, etc. If so, tell us what type of perfume you want and we will originate something for your exclusive use.

GEORGE V. GROSS CO. 30 OLD SLIP
NEW YORK CITY

Los Angeles Office—782 South San Pedro St., M. B. ABRAHAMS

Say you saw it in SOAP!

Wax Polishes

(From page 99)

vegetable waxes, carnauba and candeilla; the insect waxes, beeswax, shellac wax and chinese wax; the mineral waxes, montan, ceresin, ozokerite, and the paraffines, and finally the wax-like fats, such as japan, myrtle and bayberry wax. Stearic acid and stearine also find an application in certain cases.

The principal solvents or thinning mediums in modern use are the various types of turpentine, the coal tar solvents, the petroleum solvents, and the more modern synthetic organic solvents. Generally speaking, any organic solvent capable of dissolving wax in the hot may be considered a thinning medium; in actual practice, however, the choice is limited to solvents possessing a boiling point of not less than 80° C. or not over 175° C., and possessing blending qualities in the cold with the particular type of solid wax with which it is to be used and having neither an objectionable odor nor toxic properties.

OF course, the choice of the material going into the manufacture of prepared wax is largely influenced by quality and cost, but the particular use to which any particular preparation is to be put, must be considered, and the manner and ease by which the finished product

may be applied is of great importance. Floor wax with its cleansing and polishing properties is based upon the underlying principle that the solid waxes are perfectly soluble in hot organic solvents of the type already described, and the subsequent decrease of this solubility as the solvents cool. Thus a mixture of carnauba and ceresin which is completely soluble in hot turpentine should gradually separate from the solvent as it cools and at a sufficiently low temperature, the two should be blended together so as to produce a homogeneous mixture which will vary in consistency from a smooth paste to a creamy liquid, depending upon the relative proportion of wax to solvent. Paste wax generally contains about 20 per cent to 25 per cent of blended solid waxes and 80 per cent to 75 per cent solvent, and liquid wax from 10 per cent to 15 per cent solid waxes and 90 per cent to 85 per cent solvent.

Besides paste and liquid, a relatively new development is the production of floor wax in powdered form for the use on dance floors. In this case no solvent is used at all, an inert filler is added to the molten wax and after cooling, this mass is ground to a fine mesh. The powder is then sprinkled on the floor and gives the surface the necessary slip for dancing. Powdered wax however should not and cannot be used in place of paste or liquid wax.

A



ERZONATOR BLOCS «» the blocs that "perfume to the last crystal" «» Aerzonator Distinctive Containers «» Also Neutrodor Urinal Blocettes and Aerozone Crystals



Made by the world's largest manufacturer of deodorizing blocs in shapes and sizes to fit any container. Packed for you under your private label.

Handsome metal containers in White Enamel, Porcelized, Oxidized or Nickel-plated finish are furnished with jobbers' nameplate.

Neutrodor Urinal Blocettes and Aerozone Crystals packed in colorful lithographed containers with your imprint « » handsome packages which help sell the product.

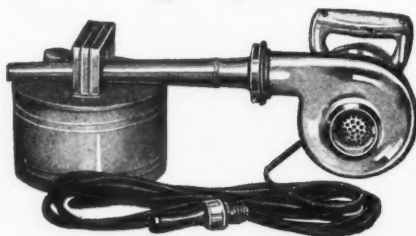
Glad to give facts and prices!

U. S. SANITARY SPECIALTIES CORP.
435-41 South Western Avenue
CHICAGO, ILL.

Increase Your Insecticide Business with these *Electric* Sprayers

Hand spraying is too slow and laborious for modern industry and institutions. Offer them an up-to-date high speed electric sprayer, and you will get their business. Many leading manufacturers of industrial insecticides are finding the Tornado the biggest stimulant to sales that they have ever used!

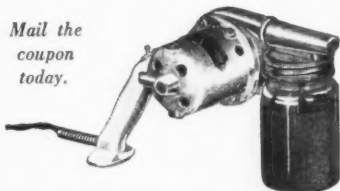
The appeal of the electric sprayer brings in plenty of NEW business. And because the electric sprayer is so easy to use and gives such splendid results it makes old customers use more insecticide and consequently BUY more



Breuer's Tornado Portable Electric Sprayers

are the most powerful and efficient of their type on the market. Handle all liquid insecticides, germicides, and disinfectants. Model 6 ball bearing $\frac{1}{8}$ H.P. G-E motor, is for heavy duty service in mills, warehouses, and larger institutions. Model 50, with $\frac{1}{2}$ H.P. G-E motor, is designed for smaller plants and institutions, as well as for home use.

Mail the
coupon
today.



Write today for complete description and full particulars

Please send full particulars on the Breuer Portable Tornado Electric Sprayer. No obligation.

BREUER ELECTRIC MFG. CO.,
862 Blackhawk St., Chicago, Ill.

Name _____

Address _____

Efficient Disinfectants

of unvarying high quality

Coal Tar Disinfectant

Coefficient 2 to 20

Selected Oils

Good Emulsions

that will not separate.

Manufactured by
The White Tar Company
of New Jersey, Inc.

Founded 1886

Belleville Turnpike, Kearny, N. J.



Liquor Cresolis Compositus, U.S.P.
Hydro (cre) SOL, a cresylic and soap product.

AVAILABLE IN
A CAN OR A CARLOAD

Write us about your requirements.

F.O.B.
Works

Kearny
New Jersey

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Say you saw it in SOAP!

Inasmuch as rubber floors are affected and attacked by nearly all organic solvents, prepared waxes for rubber floors are usually composed of a water emulsion of wax or waxes. This preparation, very much like the first prepared waxes, is quite suitable for rubber floors which clean easily, so that the cleansing property of the solvent is not required, and having a dense nature, receive a polish with but a thin wax film.

A further development is the use of pigments giving floor waxes an extended application to concrete, magnesite and other mineral composition flooring and today the owners of such floors may have a pigmented wax to match the color of their floors. Pigmented wax is made by adding to a special type of floor wax such mineral pigments as iron oxide, chromates, ferrocyanides, etc., and is produced in nearly all colors. It should be remembered that a pigmented wax is a very different thing from a dyed wax which no matter how deeply it is colored, does not to any great extent affect or color the surface to which it is applied and does not possess what is known as "covering quality." The coloring effect to mineral floors is only noticeable when mineral pigments have been added to the wax. However pigmented waxes are generally unsatisfactory for use with any but the above described types of flooring.

(To Be Continued)

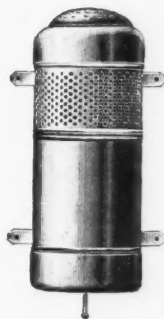
A wood filling and polishing composition consists of: turpentine, 8 parts, paraffin, 0.5 part, lead oxide, 1 part, and ammonia water, 0.0625 parts. The turpentine is heated to boiling and the paraffin and lead oxide added. Heating is continued for thirty minutes, after which the ammonia water is added. A small amount of perfume, such as citronella may be added.—U. S. Pat. No. 1,717,023.

Continental Can Co. recently purchased the business of Gille Mfg. Co., Kansas City, manufacturers of tin containers for lard, oil and allied products. Harry S. Gille has been appointed business manager of the plant. Other employees continue as before.

On a charge of misbranding rosin, in violation of U. S. Naval Stores Act of 1923, Rausch Co., New Orleans, was recently fined \$50 by Department of Agriculture.

In the tariff bill recently reported by the Senate, the duty on perfumed bath salts is 75%, a change from the House duty of 25%. Unperfumed salts remain dutiable at 25% in the Senate bill.

VOGEL



Disinfecting Drip Machines

**Copper-plated finish
with plain tin insides**

*Made in special finishes
if ordered in quantity lots*

Our own design, combining the best features of all styles now in use. A simple and substantial machine, entirely automatic and positive in operation. Size: 4 inches in diameter, 10 inches high.

**With reversible copper bottoms
for either front or back
drip.**

Also Manufacturers of

Shaker Top Cans
for paradichlorbenzene crystals

Insecticide Sprayers

**Holders for
Deodorizing Blocks**

*Write us about your requirements and
we will gladly give detailed information,
including prices, without any
obligation on your part.*

William Vogel & Bros.

Incorporated

"IN BUSINESS OVER 50 YEARS"

**37-47 SOUTH 9th STREET
Brooklyn, N. Y.**

When You Select a SPRAYER for Your Product

Remember

We Build Sprayers to Order



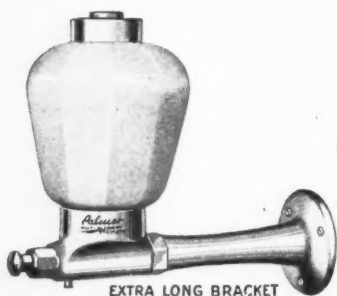
It is also a fact that ACME sprayers—always sold under a money-back guarantee—have in nearly half a century of time gained the highest point of perfection. There is an ACME sprayer to suit practically every need.

Better Results from ACME Sprayers

The better the sprayer the better the results obtained from your product. Therefore, it will pay you to consider the ACME. Noteworthy improvements include our No. 200 sprayer with its superior drip cup attachment, the co-ordinated air and spray tubes that create the most effective mist; the special leather plunger and the improved can screw which prevents siphoning when sprayer is not in use.

Write for samples and prices

POTATO IMPLEMENT CO., Dept. 34—Traverse City, Michigan



EXTRA LONG BRACKET

Palmer's
MULTI-SERVICE
PRODUCTS

Liquid Soap Dispensers

Guaranteed Equipment for Every Kind of Installation

**Fool-Proof — Mechanically
Perfect—Substantially Built**

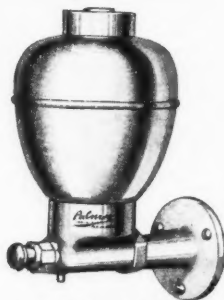
Exclusive Bowl Replacement Feature

Permits replacement of broken glass bowls without removing bracket from wall although bowls in service are just as securely attached to bracket as though cemented in.

Opal—Clear Glass—Metal Bowls Interchangeable

Palmer's
PRODUCTS INC
WAUKESHA, WIS.
Adjacent to Milwaukee

New York Branch—149 Water St.



METAL BOWLS

Say you saw it in SOAP!

Correction by Reddish

A correction of an error made in the remarks of Dr. G. F. Reddish, chief bacteriologist for the Lambert Pharmaceutical Co., St. Louis, before the last meeting of the Insecticide & Disinfectant Manufacturers Association at Chicago, has been sent to SOAP for publication by Dr. Reddish. He states: "During the discussion of the advisability of looking into the matter of definition of certain words, such as disinfectant, germicide, sterilize, etc., as published in the July, 1929 number of SOAP, I made the statement that Dr. McDonnell of the Food, Drug and Insecticide Administration, had taken a more practical view of the word 'sterilize' as applied to chemical sterilizers, and that he no longer required that substances so labeled should actually kill bacterial spores. I find that I am in error and find also that the Department still requires that substances which claim to sterilize, must actually kill all forms of life, including bacterial spores."

Soap Market in Dutch India

Although the importation of soap into the Netherland Indies is small, for a country of such a large population, the trade is increasing constantly, and soap has reached 26th place in the forty-two principal import classifications used by the Bureau of Statistics. Since the year 1914, total soap imports have tripled in value, and all the chief importing countries, with the exception of the United States, have increased their trade considerably. Total importations are increasing steadily and the Netherland Indies, with a population of nearly half that of the United States, represents a large potential market which can be exploited as the standard of living rises. At the present time, only two American toilet soaps are well known and advertised on this market. Several other American brands are available at the larger stores, but their sales are small. The two brands referred to are of a quality which, though not expensive in the United States, must be considered so in this country, and are therefore within reach of a comparatively small portion of the population. If American manufacturers, who wish to expand their foreign trade, can supply a low priced, highly scented and colored toilet soap, and a very cheap hard washing soap, and are willing to meet the competition by advertising extensively, it is believed that they can capture some of this increasing trade. (*Americas Vice Consul, Batavia, Java.*)

Ernst R. Vetterlein, treasurer of P. R. Dreyer, Inc., New York, returned home late in August after a vacation in Germany.

Tough on Bugs Easy on the Operator



Presto 102 Electric Spray Gun

The Presto 102 sprays a fine, penetrating mist that means sure death to bugs, germs and insects. And the Presto is so light (only 3¾ lbs.) that it can be operated all day with one hand. Simply fill the pint container with insecticide, germicide, disinfectant, kerosene, fly or moth killing liquid—plug into any standard light socket—snap the trigger on the pistol shaped handle—and direct the spray wherever desired.

Sprays a distance of
ten feet.



Send the coupon.

Mail to
METAL SPECIALTIES MFG. CO.
338-352 N. Kedzie Ave.
Chicago, Ill.

Please send me the special folder on the Presto 102.

Name

Address

City..... State.....

89

Bouquet No. 77

The

FLY SPRAY

PERFUME

THE season is fast approaching when fly sprays will be in great demand. Be prepared to offer your customers a product they will be pleased to use. A product in which the petroleum distillate is fully disguised when it is sprayed.

Bouquet No. 77 is economical to use—1 ounce to 1 gallon of spray. Guaranteed not to stain or possess a "medicine like" odor.

Let us submit samples.



P. R. DREYER INC.
26 CLIFF STREET NEW YORK

Grasse - Sole Representative of **BERTRAND FRERES** - France

Sole Selling Agent for

VANILLIN FABRIK
Hamburg, Germany
Aromatic Chemicals

NORD AFRICAN
COMMERCIAL
Alger, Africa
Oil Geranium

H. RAAB & CO.
Roermond, Holland
Artificial Musk

PAOLO VILARDI
Reggio Calabria, Italy
Messina Essences

INSURE

the appearance of your packages
when they reach the retailer's shelves!



THE TRADE MARK OF REAL SERVICE

for

PACKAGE WRAPPING GUMS LABELING PASTES
CASE SEALING GLUES

ADHESIVES FOR EVERY HAND AND MACHINE OPERATION

May We Have Our Representative Call?

National Adhesives Corporation

Successors to

NATIONAL GUM & MICA CO., GLUCOL MFG. CO., DEXTRO PRODUCTS, Inc.
Executive Offices: 820 GREENWICH ST., NEW YORK, N. Y.

Factories: DUNELLEN, N. J. - BOSTON - CLEVELAND - CHICAGO - SAN FRANCISCO
TORONTO, ONT.

Say you saw it in SOAP!

Trade Marks Filed

(From page 59)

Drawing of sheep describing soap. Filed by Colgate-Palmolive-Peet Co., Chicago, Apr. 24, 1929. Claims use since 1894.

Esco-Savon—This in outline letters describing soap. Filed by Mitchell Wing Co., Boston, May 22, 1929. Claims use since January, 1928.

U S M C United—This in solid letters describing shoe polishes. Filed by United Shoe Machinery Corp., Boston, June 29, 1929. Claims use since May 26, 1927.

"Silvron"—This in solid letters describing silver polishes. Filed by V. Vivaudau, Inc., New York, July 6, 1929. Claims use since June 26, 1925.

Cheer Up Face, The War Is Over—This in solid letters describing shaving cream. Filed by Burma-Vita Co., Minneapolis, July 11, 1929. Claims use since Jan. 6, 1926.

Ncmor-Moth—This in solid letters describing moth repellent. Filed by Super Chemical Products Co., New York, May 3, 1929. Claims use since Apr. 1, 1928.

Cisco—This in solid letters describing insecticide. Filed by Cities Service Oil Co., Cleveland, July 5, 1929. Claims use since May 15, 1929.

Fli-All—This in solid letters describing insecticide. Filed by Cameo Products Co., Irvington, July 8, 1929. Claims use since June 1, 1929.

Trade Marks Granted

No. 259,302. Soaps. Madelon Modes, Inc., New York. Filed Sept. 10, 1928. Serial No. 272,165. Published Oct. 30, 1928.

No. 259,385. Washing Powder. Scientific Manufacturing Co., Scranton, Pa. Filed Apr. 6, 1929. Serial No. 281,968. Published May 21, 1929.

No. 259,390. Soaps. Strawbridge & Clothier, Philadelphia. Filed Mar. 21, 1929. Serial No. 281,122. Published May 14, 1929.

No. 259,402. Toilet Soap. Solon Palmer, New York. Filed Mar. 11, 1929. Serial No. 280,578. Published May 21, 1929.

No. 259,555. Floor and Furniture Polish. William J. Day & Co., Boston, Mass. Filed June 16, 1927. Serial No. 250,606. Published May 7, 1929.

No. 259,567. Insecticides. The White Tar Co. of New Jersey, Kearny, N. J. Filed Mar. 28, 1928. Serial No. 263,907. Published May 14, 1929.

No. 259,647. Cleaning and Polishing Compounds. Bright Beauty Products Co.,



found
the mopping varnish
that janitors
have been waiting for!

1. **VARNISEPTIC MOPPING VARNISH** is applied with a mop as easily and as quickly as water.
2. *It saves time!* Contrast the old, slow, laborious process of pushing a small brush over a big floor with this new method. Your mop flies over large areas with **VARNISEPTIC!**
3. **VARNISEPTIC** produces a hard, durable gloss finish that resists wear and is dirt, water, moisture and grease proof.
4. **VARNISEPTIC** dries hard in 4 to 6 hours, leaving a finish which lasts six months.
5. **VARNISEPTIC** costs the janitor less than 1¢ per sq. ft. 1 gal. covers 700 sq. ft. of floor.
6. Applying ordinary varnish requires skill. *Anyone can apply VARNISEPTIC.*

VARNISEPTIC MOPPING VARNISH solves an important problem of maintenance work. All public buildings, schools, hospitals and institutions, factories and mills are prospects. Unusually attractive margin and easy sales. Send for prices and circular.

P. S. **VARNISEPTIC** is the result of months of experiment in our laboratories. Like all U. S. products, it is made under strict laboratory control.

Manufactured by the makers of Soapier Gravity Soap Systems and Individual Dispensers. Liquid Toilet Soaps, Scrubbing and Jelly Soaps, Aerator Air Conditioners, etc.

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Water Soluble Perfume Compounds for Theatre Sprays

- ... Satisfactory results obtained by using 2 to 3 ounces in one gallon of water. (Small quantities of Acetic Acid or Formalin may be added without impairment of the perfume.)
- ... Furnished in a wide variety of odors.
- ... **Demonstrating sample to make one gallon of your popular selling odor sent free, without obligation.**
- ... Priced at \$2.50 per pint in one-pint bottles and at \$14.00 per gallon in one-gallon bottles. Special discount to quantity buyers and on contract.

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(INC.)

MERCHANTS-IMPORTERS-MANUFACTURERS

224-230 WEST HURON STREET

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There is no Substitute for the NU-DAY



THE NU-DAY Sprayer is the outstanding pattern for the application of household insecticide. Complete vaporization, non-syphoning and dripless at any angle are the features which make the NU-DAY Sprayer supreme. Correctly designed to produce the greatest volume of vaporized insecticide with the least effort. The NU-DAY Sprayer is a development of ideas accumulated in thirty years of sprayer manufacturing.

LOWELL SPRAYER CO.

LOWELL, MICH.

U. S. A.

Say you saw it in SOAP!

Chicago. Filed April 5, 1929. Serial No. 281,900. Published May 28, 1929. Class 16.

No. 259,703. Insect-Destroying Incense. Bird-Clemenson Laboratories, Sioux City, Iowa. Filed April 16, 1929. Serial No. 282,464. Published May 28, 1929. Class 6.

No. 259,704. Rodent Poison. Harry Shor, New York. Filed April 12, 1929. Serial No. 282,319. Published May 21, 1929. Class 6.

No. 259,711. Disinfectants. Preston T. Rhodes, Philadelphia. Filed December 31, 1927. Serial No. 259,581. Published May 28, 1929. Class 6.

No. 259,879. Dentifrices. Dental Prophylactic Co., Newark, N. J. Filed February 23, 1929. Serial No. 279,821. Published May 14, 1929. Class 6.

No. 259,883. Rat Poison. Elmer L. Terry and Walter Gennerick, Plainfield, N. J. Filed February 13, 1929. Serial No. 279,299. Published May 28, 1929. Class 6.

No. 259,893. Deodorants. Masury-Young Co., Charlestown, Mass. Filed April 13, 1929. Serial No. 282,361. Published May 28, 1929. Class 6.

No. 259,938. Soaps, Washing Powder. Apex Electrical Manufacturing Co., Cleveland. Filed April 5, 1929. Serial No. 281,871. Published June 4, 1929. Class 4.

No. 259,939. Soaps, Cleaning and Polishing Compound, Metal Polish, Soap Powder, and Hand Cleaner. M. H. Fairchild & Bro., Inc., Chicago, Ill.

No. 259,956. Cleansing Preparation. Mudgett's, Inc., Boston. Filed March 23, 1929. Serial No. 281,225. Published June 4, 1929. Class 4.

No. 259,962. Soaps: Cleaning, Scouring, and Polishing Wads. Brillo Manufacturing Co., Brooklyn. Filed January 19, 1929. Serial No. 278,154. Published June 4, 1929. Class 4.

No. 259,963. Cleaning Preparation. Merlin Products Corp., New York. Filed January 17, 1929. Serial No. 278,079. Published June 4, 1929. Class 4.

No. 259,964. Soap Powder, and Metal Polish. W. B. McVicker Co., Brooklyn. Filed January 16, 1929. Serial No. 278,047. Published May 28, 1929. Class 4.

No. 260,091. Soaps and Washing Powders. Alfons Fehrenbach, Union City, N. J. Filed May 26, 1928. Serial No. 267,041. Published May 28, 1929. Class 4.

No. 260,098. Cleansing Powder, Toilet and Laundry Soap, Soap Powder, Shaving Cream, and Foot Soap. George W. Simmons Corp., New York. Filed April 16,

Stimulation by Reward!

Our 1930 Catalog

Should be on the desk of every sales manager who is interested in keeping his men on their toes by rewarding their sales efforts!

In preparing our 1930 Catalog we had in mind the kind of Prizes that appeals to all of us.

In place of offering a stated Prize let your employes pick their own prizes from the following lines.

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Watches
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and Novelties**

May we mail your copy today!

**METROPOLITAN WATCH
& JEWELRY COMPANY**

**Manufacturers and
Wholesale Distributors
537 S. Dearborn Street
Chicago, U. S. A.**

MORTEX Theatre Spray

Can deliver either in concentrated form, or ready to use in several different odors, including ROSE, VIOLET, JASMINE, ORIENTAL AND fancy French BOUQUETS. Since we make a specialty of these theatre sprays and produce them in large quantities, we can quote very attractive prices.

Shall we send samples together with information?

A. SREBREN & CO. 247 E. ILLINOIS ST.
CHICAGO, ILL.

TAR ACID OIL

20% 25% 30% 36%

Naphthalene Free — White Emulsion

SPECIAL OILS
for making DISINFECTANTS complying in
BENZOPHENOL CONTENT
with the
FEDERAL CAUSTIC POISONS ACT

THE DOMINION TAR & CHEMICAL CO.
LIMITED

424 CANADA CEMENT BUILDING
MONTREAL, QUEBEC

Say you saw it in SOAP!

1929. Serial No. 282,498. Published May 28, 1929. Class 4.

No. 260,099. Cleansing Powder, Toilet and Laundry Soap, Soap Powder, Shaving Soap, Shaving Cream, and Foot Soap. George W. Simmons Corp., New York. Filed April 16, 1929. Serial No. 282,496. Published May 28, 1929. Class 4.

No. 260,104. Soaps. Jacob Branfman & Son, New York. Filed April 10, 1929. Serial No. 282,166. Published May 28, 1929. Class 4.

No. 260,161. Disinfectants, Pine Oils, etc. Spirittine Chemical Co., Wilmington, N. C. Filed November 30, 1928. Serial No. 276,101. Published June 4, 1929. Class 6.

No. 260,485. Mothproofing Cones. National Kill Dust Co., New York. Filed April 17, 1929. Serial No. 282,573. Published June 11, 1929. Class 6.

No. 260,548. Polishes and Cleaners. Jewell Polish Co., Pasadena. Filed February 25, 1929. Serial No. 279,855. Published June 11, 1929. Class 16.

No. 260,549. Furniture Polish. Independent Grocers' Alliance Distributing Co., Chicago. Filed February 14, 1929. Serial No. 279,336. Published June 11, 1929. Class 16.

No. 260,550. Furniture Polish and Floor Wax. American Steel Export Co., New York. Filed February 4, 1929. Serial No. 278,827. Published June 11, 1929. Class 16.

No. 260,721. Insecticide-Spray Emulsions. Orange Manufacturing Co., Orlando, Fla. Filed April 29, 1929. Serial No. 283,212. Published June 11, 1929. Class 6.

No. 260,745. Liquid Cleaner. Otto U. Jahelka, Baltimore. Filed April 22, 1929. Serial No. 282,786. Published June 18, 1929. Class 16.

No. 260,780. Dentifrices. E. Fougere & Co., New York. Filed March 29, 1929. Serial No. 281,553. Published June 18, 1929. Class 6.

Madagascar produced only about 150 metric tons of clove oil during the 1928-1929 season, most of which was exported. The new crop, now harvesting, which will reach the market late this year, is expected to be an extremely large one. The crop is estimated as anywhere from 1,200 to 1,500 metric tons.

H. C. Ryland, Inc., essential oils, New York, recently announced the addition of F. Remeschatis to its staff. Mr. Remeschatis has had a long experience in this line.

FALBA

PARODEUR SERIES

A Comprehensive series of attractive odeurs produced with or without harmonizing colors. You will find each of this series excellent for your sprays, powdered or liquid preparations, and Paradichlorobenzene and Napthalene Crystals.

LILACINE "A"

BOUQUET "821" - CITROCENE

These exotic odeurs are definitely distinctive in character and will prove to be a resales stimulus to your moth and fly sprays.

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SODIUM FLUORIDE

(95/97% Fluffy)

A uniform product, free running and extra fluffy. It is practically free from Sodium Silico Fluoride.

WHITE ARSENIC

"Silesia"

An imported product free from objectionable metal odor.

PFALTZ & BAUER INC.

300 Pearl Street, New York

Chicago Los Angeles
217 E. Illinois St. 683 Antonia St.

Canada
359 St. James St., W.
Montreal

CRESYLIC ACID

All Grades

CREOSOTE OILS

Cresol
U.S.P.

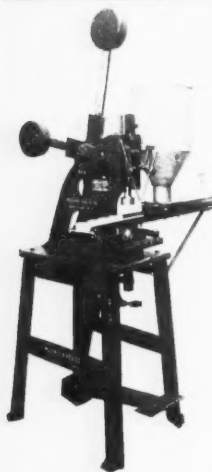
Specially prepared for
disinfectant manufacturers.

Phenol
U.S.P.

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WM. E. JORDAN & BROTHER, 2590 Atlantic Ave., Bklyn., N. Y.
Mechanics Bank Bldg. Telephone Glenmore 7318-7319

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Machine-Made
**DEODORIZING
BLOCKS**
Sell Best!

Blocks made with this press, by the new cold pressed method, sell better and cost much less to make. Save 5% of your raw material, cut labor, and make a smooth, even, deodorizing block that will please your customers much more than the old style, irregular blocks. Complete cost details and manufacturing suggestions on request.

*Let us make some sample
cakes with your own material.*

HOUCHIN - AIKEN COMPANY
Hawthorne, New Jersey

SOAP MACHINERY

WELCOME to
NEW YORK and
The **HOTEL**
GOVERNOR
CLINTON
31ST ST. AND 7TH AVE.
opposite **PENNA. R.R. STATION**

1200 Rooms
each with
Bath and
Servidor
ERNEST G. KILL
Gen. Mgr.

ROOM AND BATH 30¢ UP

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PYRETHRUM

Bulk Insecticides a Specialty—also, Concentrated Extract of Pyrethrum.

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Your problem concerns pyrethrum in any form our analytical and research laboratories are at your service.

DEPENDABLE - GUARANTEED - SERVICE

by leaders in Pyrethrum Products for almost half a century

MCCORMICK & CO., INC.

BALTIMORE, MD.



Say you saw it in SOAP!

Exports of caustic soda from United States during the first half of 1929 were valued at \$1,876,583, as compared with a value of \$1,711,706 during the same period in 1928. The increase was largely accounted for by the fact that the Far East took \$91,000 more of material and South America increased its purchases by \$68,000.

The Philadelphia-Carpenter Container Company has been organized to manufacture Carpenter fibre drums at 2150 East Huntingdon Street, Philadelphia. This new company has equipment to manufacture the full line of Carpenter drums, including the new drum for products not dry, such as oil soaps, Shampoo bases, textile soaps, as well as soap flakes and powder, cleaning powders, etc. The new plant is under the management of Frank Stone and the sales are in charge of J. F. MacPherson.

Bill—What is Bob so pleased about?

Harold—He's got an idea for an invention which will make him a millionaire.

Bill—Well, what's the big idea?

Harold—A cake of flying soap for shower baths.—*Detroit News.*

REMEMBER!



We, too, are manufacturers and realize the importance of a good source for our supplies.

It is for this reason that we ask you to remember Gutmann when you are ready to consider purchasing metal caps.

No desire to "pat ourselves on the back" accentuates this statement, but testimony of the

largest firms in their line, who depend upon us year after year or for whom we have worked out sealing problems, enable us to unboastingly point out our facilities.

So we ask you to remember Gutmann in connection with metal caps listed below. Prompt and personal attention will be assured.

Bottle Closure Specialists Since 1890

FERDINAND GUTMANN & CO.

Bush Terminal No. 19,
Brooklyn, N. Y.

METAL SCREW CAPS	DISTILLED WATER CAPS
SANITIZED METAL	CROWN CORKS
MILK CAPS	SPECIAL PURPOSE CAPS

WE PRINT



Booklets and Circulars

Do you enclose a booklet or circular with each package of your product? This is one of the cheapest and most effective means of advertising. When they buy one of your products, tell them about the others through an enclosed booklet or circular.

Do you know that the frequent and regular issuing of catalogs, price-lists, booklets, besides giving the details about your goods, never lets your customers forget you?

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G. G. Tegge & Sons, Inc.
45 Rose Street, New York City

HEADQUARTERS FOR GOOD USED SOAP MACHINERY

*Overhauled, Rebuilt and Tested in our Modern Machine Shop at
our Plant and Warehouse, Newark, N. J. Inspection Invited.*

ATTRACTIVE PRICES — IMMEDIATE SHIPMENT

Space does not permit listing every item in stock. Write for items not yet listed.

1—Proctor & Schwartz Automatic Soap Chip Dryer.

1—Huber 2-way Soap Cutting Table, Hand Operated.

1—Houchin-Aiken No. 4 Soap Foot Press.

2—H. A. 5-roll Steel Soap Mill, 14"x36".

2—Huber Granite 3 roll Mills 10"x24".

1—H. A. Granite 3 roll Mill, 12"x24".

9—Crutchers, 3600, 3000, 1500, 1200, 600 lb. capacity, Dopp, Doll, Houchin-Aiken.

1—Rutschman twin screw Plodder, 6"

2—Broughton Mixers, size A-2, ½-ton.

1—Broughton Mixer, size A-1, 1-ton.

2—Jones A Automatic Soap Presses.

5—Soap Chippers, 18", 22", 24" and 30".

20—Filter Presses, 12", 18", 24", 30", 36" and 42".

200—Soap Frames, 1500%, 1200% capacity.

5—Soap Grinders H. A. and Blanchard.

Miscellaneous Soap Chip Dryers, Soap Cutters, Slabbers, Plodders, Foot Presses,
Jacketed Kettles, Tanks, Mixers, Fillers, Pumps, etc.

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Olive Oil Foots

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Chemicals

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Spain

Vegetable Oils

Tallows

Greases

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Davidson
Commission
Co.**

Established 1904

Fatty Acids

Soap Stock

Animal Oils

BROKERS

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Chicago, Ill.

Phone
Wabash 2604

Codes
Yopp-Cross-Robinson

Write for samples and prices

Say you saw it in SOAP!

For Sale—One 1200 lb. Houchin-Aiken Perfection Type Crutcher; one two-way hand soap cutting table; one Blanchard No. 10-A soap powder mill; one Houchin-Aiken soap foot press No. 4; three 1200 lb. soap frames. Attractive prices for quick removal. Box No. 420, care SOAP.

Factory For Sale—Three story brick manufacturing plant, 25 by 51 feet. Warehouse with concrete and stone foundation 60 by 80 on the Penna. R. R. and the Reading Railroad, four miles from Philadelphia line. Including formulae and business that netted \$5,000 profit without salesmen. Near manufacturing district of Philadelphia. Address Box 422, care SOAP.

Experienced Soap Maker—Four years' experience as soap boiler in the United States, and experience in Germany and Switzerland. Owner of useful soap dies with copyrights. Specialist in toilet soaps. Prefer position in New York or New Jersey. Address Box 417, care Soap.

Formulas for Polishes, Cleaning Compounds, Hand Pastes, Liquid Soaps, Washing Compounds and Tablets, Automobile

Specialties, Insecticides, Flavors, Toilet Preparations, etc. Catalog and circulars free. H. Thaxly Co., Washington, D. C.

Soap Plant Builder—Thoroughly experienced in building soap plants and perfecting production. Chemical engineer experienced in mechanical installation and production of all kinds of soap, glycerine, perfume and toilet preparations. Address Box 427, care Soap.

A substantial interest in Sharp & Dohme, long known in the pharmaceutical field, has recently been purchased by a syndicate of bankers. The company will be refinanced by the new group, with stockholders being offered the opportunity of acquiring stock in the new company, which will be headed by A. Homer Smith, for some time a vice-president of Sharp & Dohme. The old name will be retained.

Prophylactic Products Corp. has recently been formed to take over Prophylactic Tooth Powder, Inc. The new company will market a Prophylactic tooth paste on a nation-wide basis, besides continuing to sell Prophylactic tooth brushes.

ALAN PORTER LEE

Engineer

Process Development
for
Oil Refiners and Soap Makers
Oil Extraction
Refining—Bleaching
Fat-splitting—Soap Making

*Design, Construction,
Operation*

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Sturdy and Easy to Operate! The New Way **FILLING MACHINE**

for hand soaps
soft soaps
polishes
shaving creams
tooth pastes



A Complete Hand Operated Filling Machine for Pastes. Strong, compact, accurate. Anybody can fill 15 to 20 jars, cans, or tubes per minute with it. Lowest in price. Does work of five girls. Just the machine for the small plant.

Also power paste and powder fillers, conveyor tables, tube clips all sizes.

GEORGE G. RODGERS CO.

602 MAIN ST.

SPRINGFIELD, O.

Say you saw it in SOAP!

Where to buy

RAW MATERIALS and EQUIPMENT

for Soap and Disinfectant Manufacture

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, etc., in which you are particularly interested. Refer to the Index to Advertisements, on the following pages, for page numbers. "*Say you saw it in SOAP.*"

ABRASIVES AND FILLERS

Tamms Silica Co.

ALKALIES

Diamond Alkali Co.
Dow Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Michigan Alkali Co.
Niagara Alkali Co.
Solvay Sales Corp.
Stauffer Chemical Co.
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

BAGS

Bemis Bros. Bag Co.

BULK AND PRIVATE BRAND PRODUCTS

Baird & McGuire, Inc.
Bobrick Mfg. Corp.
Chemical Supply Co.
Clifton Chemical Co.
Davies-Young Soap Co.
Harley Soap Co.
Huntington Labs., Inc.
Kranich Soap Co.
Palmer Co.
John Powell & Co.
Puritan Chemical Co.
Geo. A. Schmidt & Co.
M. Schneider & Sons
A. Srebren & Co.
Stevens Soap Corp.
U. S. Sanitary Specialties Corp.
White Tar Co.
Windsor Wax Co.

CANS

American Can Co.
Continental Can Co.
Metal Package Corp.
William Vogel & Bro.

CHEMICALS

American Cyanamid Co.
Diamond Alkali Co.
Dow Chemical Co.
Federal Phosphorous Co.
Grasselli Chemical Co.
Hooker Electrochemical Co.
Mathieson Alkali Works
Mechling Bros. Chemical Co.
Merck & Co.
Michigan Alkali Co.
Monsanto Chemical Works
Newport Chemical Works
Niagara Alkali Co.
Parsons & Petit

Philadelphia Quartz Co.
Solvay Sales Corp.
Standard Silicate Co.
Stauffer Chemical Co.
Victor Chemical Works
Warner Chemical Co.
Welch, Holme & Clark Co.
Isaac Winkler & Bro. Co.

COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid Oil, etc.)
American Cyanamid Co.
Baird & McGuire, Inc.
Barrett Co.
Chemical Supply Co.
Dominion Tar & Chem. Co.
Wm. E. Jordan & Bro.
Tar Products Corp.
White Tar Co.

DECOLORIZING PRODUCTS

Buffalo Electro Chemical Co.
Darco Sales Corp.
Glidden Food Products Co.
Industrial Chemical Co.
Purit Co.

DEODORIZING BLOCK HOLDERS

Huntington Laboratories
Palmer Co.
Puritan Chemical Co.
U. S. Sanitary Specialties Corp.
William Vogel & Bro.

EQUIPMENT, MISCELLANEOUS

Alsop Engineering Co. (storage tanks)
Anthony J. Fries (soap dies)
George G. Rodgers Co. (conveyors, tube clips)
Unity Sanitary Supply Co. (drip machines)

MACHINERY, LIQUID HANDLING

Alsop Engineering Co.
Mixing Equipment Co.
Pneumatic Scale Corp.

MACHINERY, PACKAGING

Johnson Automatic Sealer Corp.
Package Machinery Co.
Pneumatic Scale Corp.
George G. Rodgers Co.
Stokes & Smith Co.

MACHINERY, PROCESS

William Garrigue & Co.
Houchin-Aiken Co.
J. M. Lehmann Co., Inc.
Proctor & Schwarz, Inc.
C. G. Sargent's Sons Corp.
Sowers Mfg. Co.
Wurster & Sanger, Inc.
(Continued on Page 132)



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